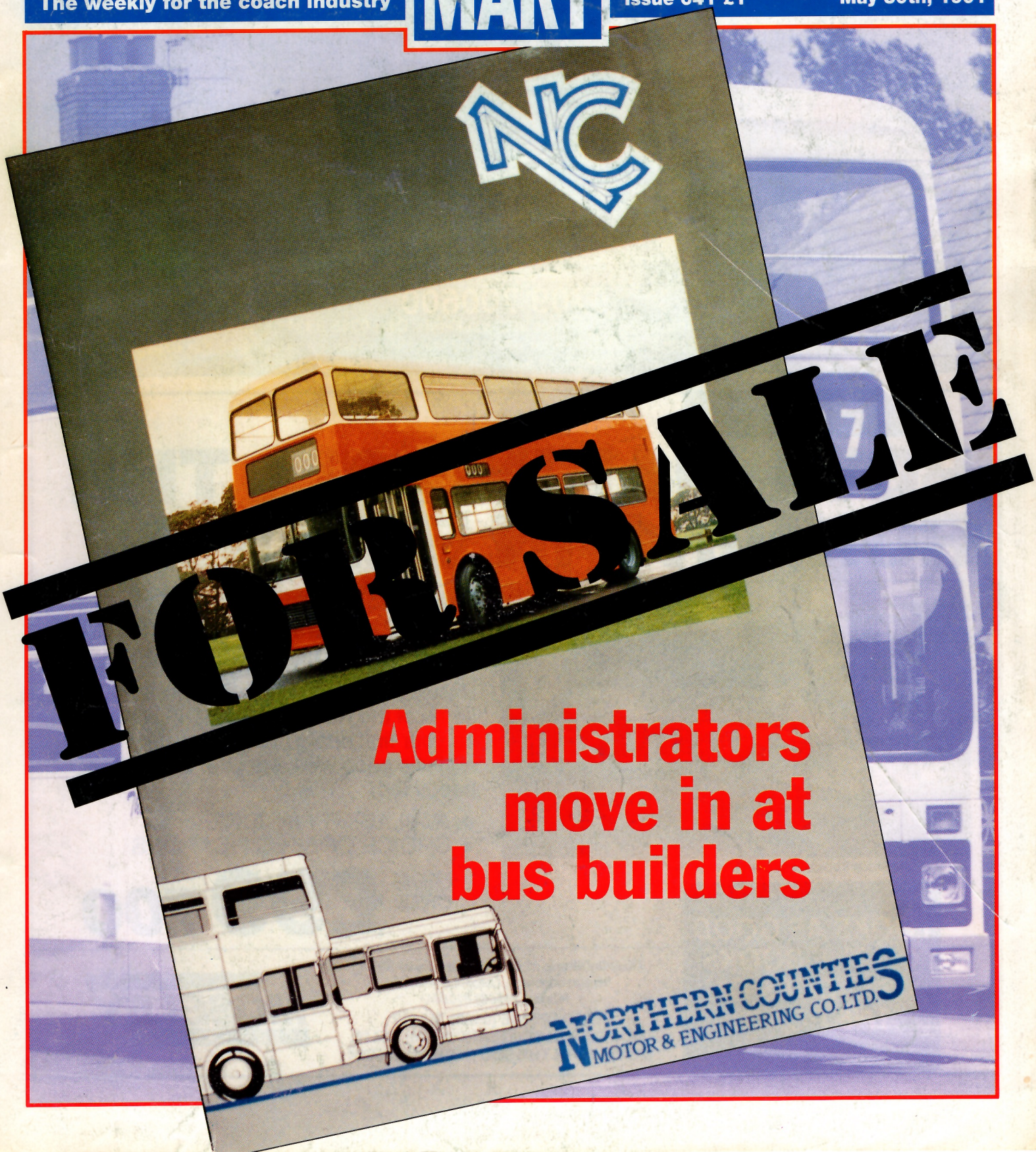
COACH MART

The weekly for the coach industry

Issue 641 £1

May 30th, 1991



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Skyliner, Mercedes V8 Twin Turbo, 79 recliners, toilet, full spec etc.

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NEOPLAN

1987 Neoplan Skyliner, 77-75 seats, Gardner engine, ZF automatic gearbox, radio/PA/cassette, toilet, fridge, drinks. choice of 2. Stock Nos. 067 & 1068.

1987 Neoplan Jetliner (Scania) 44 recliners, 10 speed gearbox, toilet, washroom, drinks machine, servery, rollo blinds, conti door, driver's bunk, MoT 13.05.91. Stock No. R044.

1986 Neoplan Skyliner, 73/77 seats, Gardner engine, ZF automatic gearbox, radio/PA/cassette, toilet, fridge, drinks, choice of 2. Stock Nos. 1065 & 1066.

1983/4 Neoplan Skyliner, 71-75 seats, Mecedes V10 engine, 6 speed ZF gearbox, toilet, fridge, radio/PA, drinks machine. Stock No. 9018 to 9022 and 0041.

1983 Neoplan Skyliner, 73 seats, Mercedes V10 engine, 6 speed ZF gearbox, Rapide spc, Servery, carpets, courier seat, MoT 20.05.92. Stock No. 9017.

1982 Neoplan Jetliner (Mercedes), 49 recliners, N/S plug door 6 speed ZF, toilet, washroom, drinks machine, fridge, continental door, rollo blinds, driver's bunk, courier seat, MoT 13.05.91. Stock No. R028.

1982 Neoplan Skyliner (with cherished plates), recently remoquetted (blue) and resprayed (white), 71 recliners, Mercedes V10, 6-speed ZF gearbox, toilet, fridge, drinks machine etc, MoT 11.03.92. Stock No. 0004.

VOLVO

1984 VOLVO B10M Plaxton 3500, 49/53 recliners, 6 speed gearbox, O/S rear sunken toilet, O/S continental door, curtains, courier seat, crew bunk, side lockers, driver's fan, MoT 24.02.92. Stock No. 1050.

1980 VOLVO B58 Air/Leaf Dominant, 12 metre, 53 seats, 48 recliners, 5 fixed, automat g/b, power door, tinted windows, curtains, side lockers, MoT 17.12.91.

1980 VOLVO B58, 11 metre, 51 seats, Alpha power door, Telma, white livery, red moq, MoT 27.01.92.

1973 VOLVO B58, 11 metre, 53 (remoquetted) seats, X'Press doors, side lockers, MoT 03.10.91.

SCANIA

1986 Scania K112 Plaxton 3500. 55 reclining seats, demountable toilet, double glazed, retarder, curtains, radio/PA/cassette, MoT 01.03.92. Stock No. 1063.

1986 Scania Berkhof Eclipse doble deck, 76 seats, toilet, double glazed windows, Telma, coffee machine, livery maroon/white, MoT 11.04.91. Stock No. 0021.

BEDFORD

1980 Bedford PJK, 29 seat, Duple Dom, MoT 16.09.91.

1979 Bedford YMT, 53 seater Plaxton, red/cream exterior, red moquette. Stock No. M9036.

1977 Bedford YRQ, 41 seater Plaxton. X'Press doors, private plates. Stock No. 1053.

1975 Bedford YRQ Plaxton, 45 seats, power door, side lockers, private plates, MoT 17.09.91.

LEYLAND

1981 Leyland Leopard Duple Dominant, 53 seats, 6 speed ZF g/box, red moq, livery white, MoT 23.08.91. Stock No. M9012.

1981 Leyland, 11 metre Plaxton, 53 seats (remoquetted), 6 speed ZF gearbox, X'Press, side lockers, grey/red moquette, MoT 30.08.91.

1981 Leyland, 12 metre Plaxton, 49 recliners, 6 speed ZF gearbox, cream exterior, autumn tint moquette. Choice of 2. MoTs 29.08.91 and 25.10.91. Stock No. 9010 & 9011.

1980 Leyland Leopard, 12 metre Plaxton, 53 (remoquetted) seats, X'Press doors, 6 speed ZF gearbox, side lockers, MoT 29.08.91. Stock No. 9009.

AEC

1977 AEC Plaxton Express, 53 seater, semi-auto gearbox, Bristol dome, white/black exterior, autumn tint moquette. MoT 3.10.91. Stock No. 0006.

1973 AEC, 12 metre Plaxton, 57 remoquetted seats, ZF g/b, blue curtains, Mk IV front, p/pl, MoT 10.11.91.

CUMMINS

1985 Dupre 425 (Cummins) 6 speed automatic g/box. 54 recliners, curtains, radio/PA, toilet, drinks machine, TV monitor, continental door, courier seat. Stock No. 1070.

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Checking out a day trip to London

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COMMENT

NORTHERN Counties Motor & Engineering could become the first major manufacturing casualty of the recession in the bus and coach industry and confirm many worst fears.

The longer the current disastrous downturn in demand for new buses and coaches continues, the more certain it becomes that manufacturers will fall by the wayside. That it may be one of the oldest and most respected in the industry, makes it all the more worrying.

Despite an aggressive marketing policy and a range of quality products, the Greater Manchester Passenger Transport Executive-owned company buckled because of severe cash flow problems and called in the administrative receivers.

Grant Thornton of Manchester, has undertaken the awesome task of finding a buyer for the Wigan-based company, but on the face of it a rescue looks unlikely. What sort of concern would find a bus and coach maker an attractive proposition in the present ecomonic climate?

Northern Counties has enough orders to keep its slimmed down workforce going until August, but after that it could be curtains.

The effects of deregulation are being felt as bus and coach operators struggle to survive. In the current financial situation, fleet replacement is furthest thought occupying their minds.

And without outside assistance, it doesn't look like improving if the results of the latest report (see page seven) from the Transport Advisory Service is anything to go by. It revealed that nearly 30 percent of operators analysed were making a loss and that more than half of the country's bus operators would be better advised to sell up and put their capital in a bank.

Allan Griffiths of Grant Thornton hopes that a scaled down version of Northern Counties will be capable of surviving and will ultimately benefit from the inevitable resurgence in demand. The big question is: will there be any entrepreneur brave enough to save it?

One must hope so...for the sake of the British bus and coach manufacturing industry.

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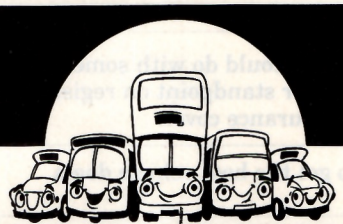

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MCW

1986 MCW CUMMINS L10 Engine. 4-speed full automatic Voith gearbox, 79 recliners, nearside front power door, toilet, orange curtains, luggage pen, seat back pockets, full soft trim, MoT 19.09.91, resprayed all white.
Price £21,000

NEOPLAN

1984 NEOPLAN SKYLINER, 75/77 recliners, DAF 11.6 turbo engine, 8 speed gearbox, toilet/washroom, servery, water boiler, fridge, curtains, choice of two, MoT's 22.11.91 and 15.01.92, stock numbers M110 and M111.
Price £39,500

JUST A FEW EXAMPLES

1988 DENNIS JAVELIN 11 metre Duple 320, 53 seater, power door, tinted windows, exhaust brake, soft trim, speed limiter, cherished plates – 429 and 430 UFM. Choice of two. Stock numbers M018 and M019.
Price £47,500

1987 FREIGHT ROVER SCOTTS, luxury minibus, 1[illegible]eats, reconditioned engine (March '90), new clutch, new tyres, new rear springs, radio/[illegible], taxed Jan '92, MoT April '92, very clean. Stock No M023. SOLD
Price £6,995

1983 LEYLAND TIGER 245 (exchange fitted 23/10/90) Plaxton 3500, 48 reclining seats, hydracyclic, semi-auto gearbox, rear o/s sunken toilet, rear o/s cont door, Webasto, destination gear, MoT 20.12.91, includes full repaint in single colour of your choice. Stock No M021.
Price £27,000

1981 LEYLAND LEOPARD 11 metre DUPLE, 53 seats, 6 speed ZF gearbox, power door, side lockers, white exterior/red moquette, MoT Aug 91. Stock no M9102.
Price £17,125

1979 BEDFORD YMT PLAXTON, 53 seats, red exterior, red moquette. Stock no. M9036
Price £3,125

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■BUS

Jobs go at Northern Counties

ADMINISTRATIVE receivers, called in last week at Northern Counties, have made over half the workforce redundant.

Grant Thornton of Manchester moved into the bus makers' Wigan headquarters after it went into administration and immediately trimmed the 304 staff by 127 in across the board job losses.

However, despite the company's severe financial problems, Allan Griffiths of Grant Thornton, told *Coachmart*, that his company was keen to sell the long established firm as a going concern.

He said: 'We have between now and August to save Northern Counties so we are looking for a buyer as soon as possible.'

The job losses mainly involve staff on the manufacturing side and Mr Griffith said: 'The five unions involved fully co-operated with the view that these cuts were necessary to safeguard the future of the company.' He refused to rule out further job cuts.

Northern Counties, established in 1919, has become the first major bus maker in the present slump to call in the administrators. Like many of its competitors, it has a severe lack of orders.

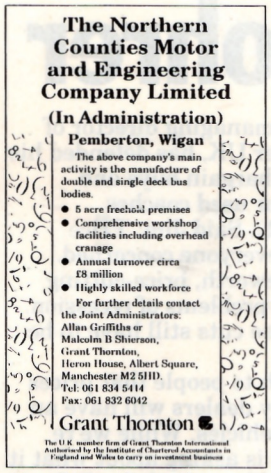
Mr Griffiths said Northern Counties was suffering major cash flow problems caused by a severe reduction in demand. It currently has enough confirmed orders to keep it going until the end of August.

'The company's reputation as a quality manufacturer of buses is unblemished,' said Mr Griffiths.

'However, demand for buses generally is low as both the deregulated bus companies and local authorities face an uncertain future. The company is a victim of this uncertainty.'

Northern Counties, owned by Greater Manchester Passenger Transport Executive, builds a comprehensive range of buses as well as a series of airport fire tenders made along with Fire Trucks Ltd.

Last year it had a turnover of nearly £8 million.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Northern Counties: Financial Times' announcement of sale.

■FIXTURES

UK manufacturers shun European show

STAY-AT-HOME manufacturers have decided to stick with the UK's major coach and bus show rather than take a trip to Belgium's Kortrijk exhibition the same weekend.

In the last European show before unification in 1992, British makes will be largely unrepresented alongside Berkhof, Van Hool, Kassbohrer, Mercedes and other major exporters.

Coachbuilder Plaxton has put its full weight behind the Bus & Coach Council's Coach and Bus '91 show and will not have a stand of its own in Belgium.

'We have taken the biggest stand at Coach and Bus - 1,000 square metres in all,' said Plaxton's Kevin Wood.

'Coach and Bus is very much part of our plans.'

Mr Wood said it was possible Plaxton would share standspace with another exhibitor at Kortrijk: 'But the clash of dates would mean us splitting our sales force,' he told *Coachmart*.

United Bus consortium member Optare has also pinned its faith in Coach and Bus '91.

'I can't see any British manufacturer foregoing the BCC show in favour of Kortrijk,' said Optare's Chris Wise.

'We'll be leaving it to United Bus.'

One of the only UK manufacturers to make its presence felt at both shows is Dennis, which has appointed Peter Cameron as its European marketing manager and is expecting to build a better export market.

It already exports double-decks to the Far East. 'But there's a lot of land between here and Hong Kong,' said Dennis' Roger Heard.

'We believe both shows are important to us. Others may have made a choice but we are at Kortrijk to develop our market.'

The Javelin and Dart are seen as ideal products for the Europeans, and chassis have already been bodied at major coachbuilders in Belgium.

'The UK market is, to coin a phrase, bloody awful at the moment,' Mr Heard told *Coachmart*.

'We have made it very clear to the industry that we see development possible in Europe.'

■FERRIES

Brittany Ferries: cannot allocate large numbers of berths.

Brittany Ferries clampdown

BRITTANY Ferries has put a two-week limit on coach parties booking berths on its night sailings.

The company says car passengers can book berths this summer at any time but that groups can only reserve berths within 14 days of sailing.

'Our overnight sailings are very popular,' explained a spokeswoman for the Southampton-based company. 'We cannot allocate high numbers of berths.' She admitted the policy appeared to give car passengers priority: 'But we allow coach passengers to reserve pullman reclining seats, which they can upgrade to cabins later, within the time limit,' she told *Coachmart*.

She said only seven percent of the company's passengers were from groups - a total of 137,000 people in 1990.

■BUS

SYT pegs discount prices

SOUTH Yorkshire Transport has had to peg its discounted evening and Sunday prices on tendered services. SYT had announced it would remove the discounts on Sunday and evening fares from May 26. Now the South Yorkshire PTE has refused to accept the new fare scales.

'This has serious repercussions for the company,' said SYT chairman and managing director, Peter Sephton. 'We want to hold urgent talks with the PTE to try and solve the problem.'

BRIEFS

● **HAMPSHIRE County Council is giving operators £18,000 to improve vehicle access for elderly and disabled passengers.**

Grants for Diptac features have been doubled to a maximum £600 per vehicle, with operators meeting 25 percent of the cost.

And, for the first time, Hampshire is providing more financial assistance if operators do additional work - including reducing step height which is seen as a major contribution to more accessible buses.

Since 1989, the county has encouraged operators of local services to modify 90 buses to help people with mobilty difficulties.

The features include more handrails, better lighting, more stanchions, easy to use bell pushes, and priority seating.

● EAST Lancs Coachbuilders has announced orders for 12 vehicles.

The Blackburn company is currently manufacturing two double-deck bus bodies on Volvo B10M chassis for Plymouth Citybus, five single-deck bus bodies on a similar chassis for Blackburn Borough Transport, three single deckers for Buffalo Travel of Flitwick, Beds, and a single-deck bus body on a Volvo B58 chassis for Black Prince Coaches of Morley, West Yorkshire.

The order is made up by a tramcar for Blackpool Transport Services.

● **THE TUC has, predictably, warned that Londoners face worse travel problems under government plans to deregulate bus services in London.**

In a consultation paper, it expressed concern over the future of Travelcards and doubts about proposals for a concessionary fares scheme across the capital.

It said the Government has a record of selling off public assets too cheaply.

■COACH

Shuttleworth defends Kassbohrer price stance

JIM SHUTTLEWORTH, managing director of Setra importer, Kassbohrer UK, has defended his decision not to indulge in bargain buys and special discounts on new or used coaches *(Coachmart,* May 23, 1991). Said Jim: 'Price cutting is detrimental to everyone concerned.'

According to Mr Shuttleworth, price-cutting contributes further to the problems of recession. 'Nobody wins because these cuts still have to be paid for.

'We've got to get through to people that prices are relative. Reductions by dealers will have an effect on the value of all vehicles. While we're still horse-trading nobody is asking about what it means to the industry, and how much profit has been made.'

Although sympathetic to the vulnerability of a dealer with a large market share, Mr Shuttleworth criticised bargain offers as a cure for overstocking.

He is convinced that constantly pruning profit margins is a negative way forward - particularly in an industry suffering from very poor return on investment.

'Too many people are talking destructively about the industry. Instead they should look at ways of improving profitability, but too few operators are thinking ahead.

'We can see from our experience of the European market that an industry cannot sell its way out of recession. Liquidating at the moment is not going to work if you can't get the market price for a vehicle.'

Pointing to a used Duple/DAF in Kassbohrer's Lincoln yard, he said: 'I've been offered £45,000, but I won't take it. Eventually - perhaps next year - I'll get what it's worth.'

Given current uncertainties he does not regard auctions as a panacea to the market's ills. 'Auction prices in the PSV industry are not reflecting market values. Vehicles sell for the value given by the bidder.

'The answer is to take the vehicle out of the market place and wait for the price to return.'

With genuine concern about current trends he asked: 'Can the industry see what is happening to it? Does anybody really sit back an ask what they are doing and where they are going?'

Setras: no bargain buys from Kassbohrer.

The changing structure of manufacturing, dealerships and operators is well-known, but Mr Shuttleworth doubts if it is really understood. 'There's a wonderful cocktail language used to describe what is happening, yet market intelligence is insufficient in an industry relying on word of mouth comments.'

He asked pointedly: 'Who goes on from here?'

Kassbohrer's own research based on information printed in *Coachmart* is being used as the basis of future planning. Trends set-out in the SMMT figures *(Coachmart,* May 16, 1991) and the contraction in dealer sales outlets to 11 major players give the German integral specialist hope that when things improve it will be left in a strong positon to consolidate its market.

Without a clear indication of when the industry will turn the corner, perhaps one piece of industry wisdom has to be put into action. 'All it needs is each of the 6,500 O-licence holders to go out and buy a vehicle.'

Mr Shuttleworth hinted at the tantilising prospect of UK operators buying left-hand drive coaches when the up-turn comes.

Initially this could result from a shortage of new imports, but long term operational benefits on European work could encourage the practice.

● See the third of *Coachmart's* Better Buy series, starting on page 18.

■SALES

Dennis Dart suits Hong Kong climate

DENNIS has come-up with a special Dart fitted with air conditioning and special glazing to meet the exacting conditions of Hong Kong.

In a climate where temperatures can reach 35 degrees C at humidity levels of over 90 percent RH, air conditioning is fast becoming an essential item in the battle to win more passengers. The Dart's window helps combat glare and solar heat gains - reducing the load on the air conditioning system, and on the passengers.

'Putting passengers' comfort first could also be the answer for the UK bus markets where we must match the private car for convenience and comfort,' said Dennis managing director, Stephen Burton, who sees higher standards of environmental comfort helping to get more bus passengers.

'With competitive forms of transport - the MTR subway, light rail, and taxi services - all air conditioned as standard, the bus products must be equally attractive to the travelling public,' says Mr Burton.

The Dart is in service with China Motor Bus and Dennis is hoping it will score on Hong Kong's narrow and twisting routes.

● See *Mealstop* - page 12.

■NEW COMPANY

New firm sells Omni minibuses

A NEW company has started to build and sell the Omni minibus design following the formation of the Omni-Bus Company.

The original manufacturer, City Vehicle Engineering went into receivership last year and the new company, which started trading in April, has taken over its former premises in Shildon, County Durham.

Former shareholder in CVE, Grant Lockhart, the only executive director of the company, told *Coachmart,* that his firm had purchased 15 partly built vehicles and had been successful in selling them.

Mr Lockhart revealed that while the company was in receivership it had sold between 30 and 40 vehicles. 'They were sold at reasonable prices which shows that there is a demand for the product.

'This time we are going to follow the market. Our big mistake at CVE was to presume that the product was brilliant and all we had to do was build it. We overreached ourselves.'

Omni: being produced again at Shildon.

The Omni-Bus Company currently employs 12 people along with some part-time staff and is offering the welfare PSVs at between £30,000 to £33,000.

The company is continuing to trade despite the tragic death earlier this month of Marshall David, chairman of CVE's former owners, Materials Trading, and a director of the Omni-Bus Company.

He died when the light plane he was travelling in crashed near Llangollen, killing three passengers.

CVE had struggled to get significant orders for its Land Rover-engined buses outside of local authority use - although its welfare vehicles were highly regarded.

The company was previously in trouble in May 1989 when a controlling interest was taken by Materials Trading - a group with diverse interests.

Newcastle-upon-Tyne based Price Waterhouse handled the receivership and held a sale of CVE's assets in March this year.

■BUS

Bus companies are better off selling up

A REPORT produced by the Transport Advisory Service claims that more than half of the country's bus companies would be better off selling up and investing their cash at current bank base interest rates.

The findings of the most comprehensive analysis of financial performance in the industry, shows that operators are not as a whole earning a sufficiently high level of return to replace their assets. It reveals that across the board the profit margin was 2.8 percent-down from 3.5 percent in 1988/90- and that nearly 30 percent of the operators were making a loss.

TAS looked at the performance of 123 bus and coach operators in England, Scotland and Wales, using, in the main, their accounts from September 1989 to June 1990. It found that pre-tax profits in cash terms have fallen 11.2 percent between 1988/89 and 1989/90 and that the average return on capital employed of £964.6 million was 6.4 percent.

It found that there were 107,986 employees in 116 operations which TAS highlighted. Eleven were excluded as holding companies or where figures were not available. The average annual earnings per employee was £20,387.

Coachmart's sister publication, *Bus Business,* this week publishes an in-depth review of the report. A *Bus Business* subscription can be obtained by ringing Joanne Reed on 0733 63100 or writing to her at Wentworth House, Wentworth Street, Peterborough, PE1 1DS.

■OFT INVESTIGATION

OFT slams cartels

TWO and a half years after a bus fares price fixing cartel was abandoned, the Office of Fair Trading has declared it to be illegal.

The director general of Fair Trading, Sir Gordon Borrie, last week claimed he had acted successfully against a price fixing and market sharing agreement between Leicestershire independent, Gilbert Kinch, and Drawlane subsidiary, Midland Fox. The agreement started in May 1988 and finished in January 1989.

However, Mr Kinch claimed he ripped up the contract and admitted he was bewildered at the time it had taken the OFT to produce its findings. He said: 'When I signed it, I did not know that such an agreement was illegal and I subsequently cancelled it. There was no way that the OFT stopped it.'

Sir Gordon Borrie: 'acted successfully.'

OFT said details of the agreement between Mr Kinch and Midland Fox were not supplied to the director general within the time limits laid down in the Restrictive Trades Practices Act 1976 and this meant the restrictions in the agreement were void and unenforceable.

■BRIEFS

● THE bitter month-long strike at Go-Ahead Northern ended suddenly when the company's drivers agreed to accept an interim seven percent pay rise and go to arbitration.

The dispute, which is estimated to have cost the company over £1/2 million, will now go to ACAS, the conciliation and arbitration service. GAN commercial director, Chris Moyes, told *Coachmart:* 'I am very pleased that they have decided to go back to work. We now have to assess the damage caused to our business and get the buses back on the road.

The 350 Gateshead drivers turned down a 7.5 percent basic rate rise to cover a 15 month period last week and staged a defiant protest march through the town.

Services at four of GAN's companies at Gateshead, Durham, South Tyneside and Sunderland have been affected by the action which involves 1,150 drivers.

● LONDON Transport is promoting its services and tourism together with the launch of three London guide books.

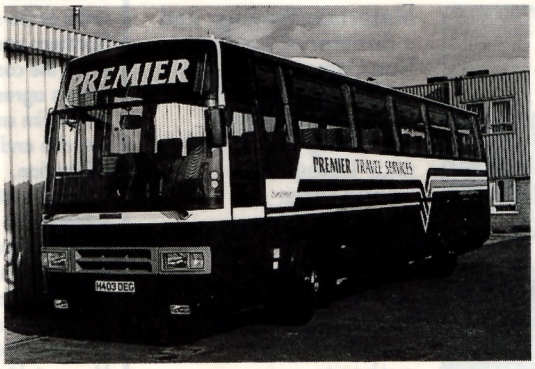
The 128-page books, costing under £3, mark LT's return to publishing after 10 years. They were produced in consultation with a Cambridge firm.

The guide books will be available at bookshops, newsagents and at LT travel information centres, tube and rail stations and the LT museum.

● PLANS to convert a disused railway in Luton into busway came closer with agreement by British Rail to lift the tracks on its Luton to Dunstable branch.

Luton & District hopes to use the branch to divert buses from the heavily congested Dunstable Road. It wants to use the bus-only route to avoid disruption to normal services.

YEATES
Bus and Coach



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■TAKEOVER

Stevensons expands its coach business

STEVENSONS of Uttoxeter has more than doubled its coaching operation with the acquisition of three companies in the West Midlands.

In a surprise swoop, the company has taken over the established businesses of Sealandair Coaching and Collett's Tours, both of West Bromwich, and Classic Coaches, of Wimbourne.

Stevensons currently operates 18 coaches in its fleet of 180 vehicles under the Viking banner at its base in Cadley Hill, Derbyshire.

The deal involves the acquisition of 26 coaches. Sealandair operated 12 on mostly private hire. The same number was operated by Collett's on private hire, excursions and express services, while Classic ran two vehicles on private hire.

Stevensons: deal involves the acquisition of 26 coaches.

Stevensons' managing director, Julian Peddle, refused to discuss the financial details of the takeovers or reveal his plans for the three companies. They will continue to operate under their existing trading names, although a new corporate identity will be announced shortly. Mr Peddle told *Coachmart*: 'It is too early to say what we will do with the companies. We shall be looking at that over the next two to three months.'

Stevensons' acquisitions come at a time when many coach companies are struggling to survive, but Mr Peddle said: 'We keep making money running coaches and the three businesses we have bought are profitable and were available at the right price.

'I am delighted to welcome them to the group. They will further expand our range of services in the West Midlands.'

The Stevensons group is based in Uttoxeter and has depots in Burton on Trent, Swadlincote, Stoke on Trent, Rugeley and Cadley.

Earlier this month, Beenak, an off-the-shelf company headed by Mr Peddle, bought the minibus operation of Skills of Nottingham.

■BUS

Bus report slams MMC

THE Monopolies and Mergers Commission has proved toothless against major bus companies - yet they offer the bus industry the best profits, says a new report.

The Public Transport Information Unit argues that the way ahead for buses is for them to be controlled by local government and move into local public ownership.

'The future of the industry does not lie with a handful of ever-larger operators controlling bus services the length and breadth of the country,' says the PTIU's publications officer, Martin Moriarty. 'It lies with a new departure based on local democratic control of major local service providers.'

The report charts deregulation and its effect, claiming that of the third of NBC companies which went to management buyouts, many were bought at less than asset value and were subsequently sold on at a high profit. It cites the sale of Hastings and District to Stagecoach for £1.165 million by management who bought it two years earlier for £300,000 - half its book value.

According to the PTIU, bus mileage has risen by almost 20 percent since deregulation but passenger journeys have declined by 13 percent. 'And competition is tending to give way to monopoly,' says the report, giving Stagecoach, Badgerline and Drawlane as examples of the industry giants.

The report details the attempts by the Office of Fair Trading and MMC to control acquisitions and other accusations, including the overturned MMC order for South Yorkshire Transport to sell Sheffield and District, Michael Groves, Sheafline and SUT.

■COACH

Capital's speedy idea

Capital: calling on BCC to follow suit.

HEATHROW-based Capital Coaches has found an effective way of deflecting complaints about alleged speeding of vehicles.

It has made rear window posters which say: 'Speed limiter fitted. 70 mph. Are you speeding?'

And it wants the Bus & Coach Council to spread the idea nationally by producing a similar poster for all members' vehicles.

General manager, Paul Cowell, told *Coachmart:* 'We had speed limiters fitted on all our private hire and tourist fleets two years ago, before the law demanded it, but we found we were still getting calls from motorists saying one of our coaches was speeding.

'They didn't realise that their car speedos were not accurate.'

Since the posters were made, Mr Cowell says there has been a reduction in the number of calls.

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You've been buying...You've been buying...You've been buying...You've been buying...

Dennis Dart reaches new heights

A REQUIREMENT for a vehicle to serve London's rapidly growing City Airport has resulted in the most sophisticated and best equipped Dennis Dart yet seen.

D & J International Travel, of Barking, Essex, provides a contracted service to the airport connecting the passenger terminals with waterside terminals on the River Thames.

The detailed requirement was discussed with Carlyle's Robin Westbrook and the design was initiated and completed within eight weeks.

Director of D & J International Travel, Peter Dearsley, said: 'It was very useful to be able to approach a manufacturer and have a custom built design produced so quickly.'

Principle features include a second entrance giving the same low step height as the front and featuring the same set of air operated doors. Forward facing and transverse high-back coach seats provide aircraft-type luxury and particular attention has been paid to luggage accommodation.

The vehicle is certified for 32 seats plus 21 standees and is finished in the striking blue and white livery of London City Airport.

In addition to building the Dart, Carlyle Bus Centre arranged the finance for D & J through passenger vehicle finance specialist, Hansor Finance of Stockport.

Direct Line picks Leyland DAF

CRYSTAL Conversions of Doncaster has supplied a new 16-seat Leyland DAF to Direct Line Mini-buses of Grimsby.

The high-spec diesel-powered coach was delivered by Dixon Motors in Direct Line's home town.

Merc's Doncaster destination

TRAVELGREEN of Doncaster has an extra vehicle in the shape of a new Mercedes-Benz 609D from Central Coachbuilders.

The coach is fitted with 19 full-size Vogel seats.

Other extras include a courier seat, tinted windows, front spoiler and fibreglass side skirts, moquette to roof centre, curtains, large boot and telephone.

Four Dominators go into service

Dominators: East Lancs bodywork chosen for its robustness.

THE first East Lancs-bodied vehicles are in service with Grimsby-Cleethorpes Transport. They are four Dennis Dominators with 78-seat bodywork.

Commenting on the Dennis Dominator, Les Warneford, Grimsby-Cleethorpes managing director, said: 'In the past two years we have taken seven Alexander-bodied Dominators, five with Gardner engines and six, including the new East Lancs ones, have Cummins. All 11 have Voith automatic gearboxes.

'These have been reliable and economical for urban service work.'

On selecting East Lancs bodywork, he said: 'We chose East Lancs for its robust contruction, ease of repair, compatibility with similar Alexander bodies, and excellent parts back-up.'

You've been buying...You've been buying...You've been buying...You've been buying...

Bova Futura breezes in to Windmill Coaches

WINDMILL Coaches, of Colchester, Essex has another new Bova Futura FHD 12.290 integral 12-metre luxury coach.

Finished in base white, the coach was supplied by the Moseley group ready for the customer to apply orange relief vinyls and signwriting.

The new coach joins five Bovas in the eight-vehicle fleet which operates excursions, tours and private hire.

The specification includes centre sunken toilet in combination with power operated continental entrance door, 51 reclining seats,

ABS, DE headlamps and foglamps, power operated driver's window and coffee machine.

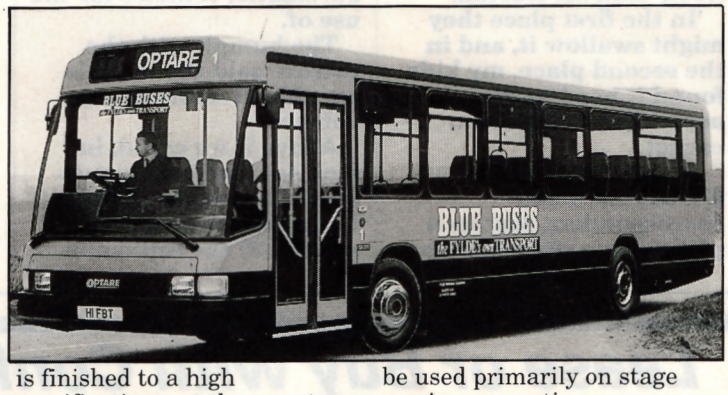
Fylde chooses full-size deckers

FYLDE Borough Transport has three Optare Deltas - its first new full-size single deckers to be purchased since 1984.

The decision to buy the Deltas to replace some ageing double-deck vehicles, followed extensive testing of all types of modern single-deck vehicles on the market.

The tests involved comparative trials in which the Delta came out ahead of the rest.

Each of the Fylde vehicles

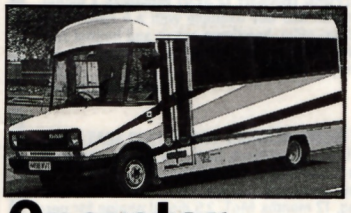


is finished to a high specification, yet they are to be used primarily on stage carriage operation.

Some private hire work will be undertaken and this is expected to stimulate the growth of the company's excursion and tour programme.

The Deltas are capable of carrying up to 72 passengers with 48 luxury coach-type seats trimmed in stylish, eye-catching moquette - also applied to the centre roof panels.

All other interior surfaces have hard-wearing needlecord.



Operator Henry's fruitful trip

HENRY Whiston, of Brooklyn Coaches of Shirland, near Derby, took a trip along the A50 to Stoke-on-Trent and returned with a new 20-seater minicoach.

Based on Leyland DAF 400 chassis cowl, the coach was completed by PMT Engineering. It has a Bursley body easily identified by its rising waistline.

The interior of the new vehicle is fitted with high-back coach seats, luggage racks, curtains and a stereo radio cassette.

There is also provision for luggage in a spacious rear boot.

Midland Red North's latest vehicle heads for Crewe

EAST LANCS has joined the growing list of bodybuilders offering an option on a Dennis Dart.

The first - a scaled-down EL 2000 - has been built for Drawlane subsidiary, Midland Red North.

The bus is available in two lengths - a 40-seat plus standing 9.8 metre, and a 35-seat plus 12 standee version on 8.5 metre.

Alternative front-end designs are offered.

Midland Red North's Dart is now in service on former Crosville services at Crewe.

It shares the same windscreen design fitted to its Dennis Dominators and rebodied Leyland Tigers.

A second Dart will be used as a demonstrator before joining the company.

Dennis hits the small-time!

THE success of the Dennis Dart and the export of a large number of double-decks to Hong Kong has prompted Dennis to produce the ultimate small bus.

Pictured right is managing director, Steve Burton, showing off the Dennis Diminutive to Kowloon Motor Bus general manager, Charles Lui. It's a vehicle designed with Hong Kong's crowded streets in mind.

Seating three with two crouchees, the new vehicle draws on technology developed in the Dinky toy factory.

The body, in one-piece zinc casting and the giant rivets which hold the chassis to it, marry well to the injection-moulded plastic seats and doors which really open.

'This bus really isn't suitable for the under fives,' said Mr Burton.

'In the first place they might swallow it, and in the second place, my kids found it hard to shove across the living room carpet.'

● OUR bus wash correspondent sent us a picture in a plain brown wrapper.

It was the Red Arrows' latest 'kit' - wash, automatic, vehicles for the use of.

The bumph with the picture said the wash is capable of washing any vehicle.

Above it we could, in fact, see the Red Arrows queueing overhead with their tokens, ready to switch off the radio and push down the aerial.

This represents a significant breakthrough for RAF Scampton, which had previously relied on a more primitive bus wash system, called a new recruit.

However, *Mealstop* thinks the RAF clearly isn't technology crazy, as is suggested by the Red Arrows' 'support coach' - a W-reg Leopard.

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Cadbury World answers criticism

From James Allen

SIR

I was naturally concerned to read the remarks regarding Cadbury World made in your recent 'Comment' column on May 2, 1991 and I welcome the opportunity to answer some of the points made.

There were several factual errors made in the report. First, admission for a family of four is £12.85, not £14, with children under five admitted free of charge. This we feel would stand comparison with any similar half-day attraction.

Second, product sampling is not limited to 'four squares of Fruit & Nut.' In the packaging plant, visitors may take any number of squares and further opportunities to sample chocolate products can be found in the demonstration area, as well as a chance to taste the Aztec chocolate drink in the first part of the exhibition.

Our exit surveys continue to show a vast majority of visitors are satisfied with their visit. Of course, we respect that every visitor will have their own personal view on Cadbury World, good or bad. We are definitely not Willie Wonka's Chocolate Factory and have never claimed to be so. Neither are we a traditional factory tour. In fact we have gone to great lengths to dispel these illusions in our literature and advertising.

May I take this opportunity to positively encourage coach operators to join in one of our familiarisation days at Cadbury World. Regardless of what we say, often the coach operator will be the best person to explain to his group exactly what Cadbury World is or isn't.

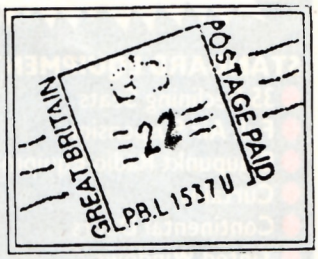
We value highly the huge amount of group business we have received at Cadbury World. There is still a terrific amount of interest, as witnessed by the number of days we are already fully booked and by the number of regular customers who continue to sell the destination successfully - Shearings, Wallace Arnold and Charterplan to name but a few. For every operator, there is an opportunity to gain valuable business from selling a trip to Cadbury World.

Given the level of primary school business we are already achieving, I would urge caution in under-estimating how much children understand from the exhibition. Outside school visits, there are many parts of the exhibition which are thoroughly enjoyed by our younger visitors and we will continue to add more small scale improvements just for children.

Finally, it is the undisputed aim of Cadbury World to promote the corporate name at the same time as offering a value for money experience for every visitor - these aims are not mutually exclusive. Whether the organisation is Cadbury or any other manufacturer or attraction operator, the final arbiter of value is the general public.

JAMES ALLEN
SALES & MARKETING MANAGER
CADBURY WORLD
BOURNVILLE
BIRMINGHAM

Send your letters to: The editor, Coachmart, EMAP Response Publishing Ltd, Wentworth House, Wentworth Street, Peterborough, PE1 1DS, or by fax: 0733 62656



The editor is always pleased to receive letters for publication in Coachmart and will, if requested, publish these anonymously. But please attach your name and address for our own information.

We must *all* be more professional in our work

From A Scottish operator

SIR

As a law abiding operator I go to a great deal of trouble to keep to the rules regardless of the cost.

It is particularly irksome to see others taking short-cuts and getting away it.

In particular, I refer to someone with an 11-seat minibus actually doing education contracts on a hire and reward basis without a qualified driver.

The dodge is to take seats out and run the vehicle as an eight-seater. Then it is still a PSV, but apparently doesn't need a PCV driver.

It's as though the owner is waving a magic wand and deciding when he needs a PCV.

I had always understood that once a vehicle was licenced as a PSV it was always a PSV, so I reported the other operator to the traffic commissioner in Edinburgh. However, no action has been taken to stop this sort of thing from carrying-on.

It makes a mockery of a professional industry - surely something must be done about it.

NAME AND ADDRESS SUPPLIED

Operator says ABTA was in the wrong

From D Rowland

SIR

I am among the many operators who ran a tour for ATI, with ABTA approval, to France following the Sun Living collapse. Money from ATI was due in seven days, but when chased, the company informed us that ABTA had instructed it to pay no more money until it received settlement from ABTA. I genuinely believe that this is why it collapsed.

Our account for £1,845 still remains unpaid and if *Coachmart* is able to help us recover monies by at least discovering 'anomolies' in this saga, then our confidence in the industry may be restored. Incidentally, our small local travel shop says it is barred from booking our continental advertised tours by ABTA ruling unless we join the association.

The sooner ABTA is exposed for not honouring protection to its own members, the better. We certainly will not operate any tour for any travel agent unless we have at least 50 percent payment up front.

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Don't read too much into article

From Roger Sexton

SIR

When I started reading the Marksman article in *Coachmart* for May 16, I began to wonder whether an article intended for a learned legal journal had accidentally found its way to the wrong publisher!

I would strongly advise coach operators not to read too much into the WTC Coaches decision *(Coachmart,* May 9). Like Marksman *(Coachmart,* May 16), I have doubts as to the correctness of the decision, which anyway is only of a crown court judge and does not constitute any sort of binding precedent. Even if the decision is correct and affirmed by a higher court, it only relates to the use of tachographs. It has no application to drivers' hours regulations, EC or domestic (the same is true of the decision in the Happy Days case reported in May 16, *Coachmart).*

On the other issues canvassed in the Marksman article, I would also advise extreme caution. Marksman suggests that for the purposes of the EC regulations the driver of an empty coach on its way into service is not 'engaged in the carriage of passengers.'

If we interpret the EC regulations in the highly literal way which British courts interpret British legislation, then Marksman has a point. But the ultimate authority in the interpretation of EC regulations is the European Court (ECJ) at Luxembourg.

The ECJ rejects our highly literal approach to legislation and adopts instead a purposive approach. The main purpose of the hours and tachograph regulations is to protect the public from over-tired drivers. Bearing that purpose in mind, I have no doubt the ECJ would rule that the driver of an empty coach on its way to a pick-up is 'engaged in the carrying of passengers.'

Marksman also raises the extremely awkward position of drivers of empty buses/coaches aged 18 to 21. Clearly national governments have the authority to permit empty driving by young drivers where that is incidental to operating a regular service of less than 50 km. But does the British Government have the authority to permit young drivers to go driving all-over the country in empty coaches?

This will ultimately depend on how the ECJ interprets the exceptions from the general EC-wide regulations. When interpreting exceptions permitting national variations ('derogations') in an otherwise uniform EC law, the ECJ tends (in case of doubt) to limit the exceptions. Thus the ECJ tends to limit the power of member states to adopt their own individualistic rules.

The ECJ might well therefore rule that Britain has no power to allow young drivers to make long journies driving coaches.

ROGER SEXTON
SENIOR LECTURER IN LAW
NOTTINGHAM POLYTECHNIC

Help is wanted

From Ian Peck

SIR

I am trying to contact any colleagues who have Wallace Arnold British Tours brochures dating from 1968 to 1980, also any photographs of old coaches.

If you can help in this matter please contact the address below.

Your help would be greatly appreciated.

IAN PECK
38 CHARNWOOD DRIVE
SOUTH WOODFORD
LONDON

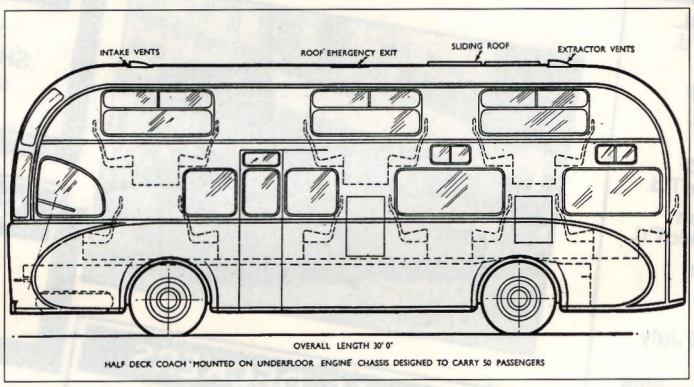
NOSTALGIA CORNER

AS a postscript to the Duplex coach in Nostalgia Corner *(Coachmart,* April 4, 1991), David Slater of Bury St Edmunds came up trumps with a cross-sectional drawing of the vehicle.

Only in the half-deck coach was it possible to accommodate 50 pasengers in an overall length of 30 feet without using the double-deck layout.

The gangway was on a level with the bottom of the lower windows with passengers taking two steps up to the upper seats and two steps down to the lower ones.

David informs us that the KLM-type mentioned in the feature was on a Foden front-engined chassis.


INTAKE VENTS
ROOF EMERGENCY EXIT
SLIDING ROOF
EXTRACTOR VENTS
OVERALL LENGTH 30' 0"
HALF DECK COACH MOUNTED ON UNDERFLOOR ENGINE CHASSIS DESIGNED TO CARRY 50 PASSENGERS

It was used to transfer passengers for Royal Dutch Airlines (KLM) from Heathrow (then known simply as London Airport) to the centre of the capital.

The half-deck airport coaches seated 37 with space at the rear for 250 cubic feet of luggage.

Mann Egerton was the body manufacturer responsible for this type of vehicle.

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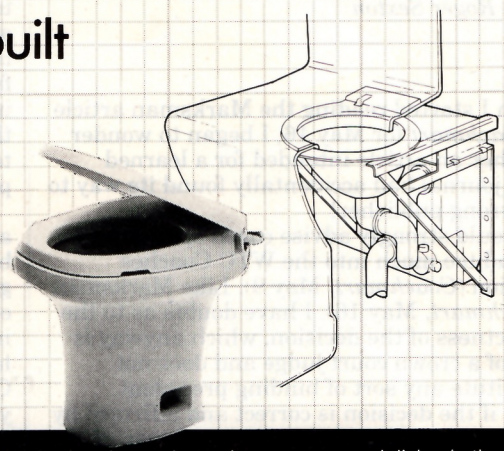

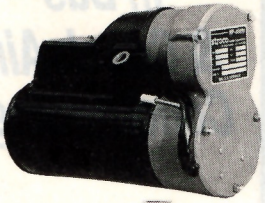

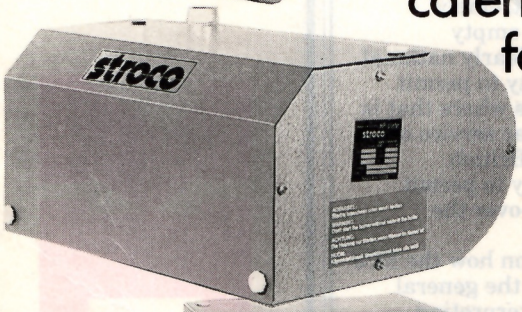

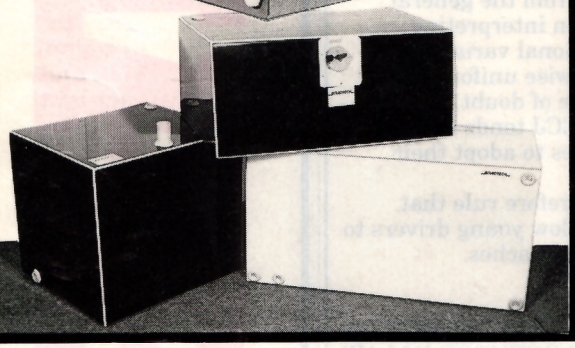

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The coach industry really needs the Larkin treatment

I FIRST read H E Bates' pastiche of the Larkin family 20 years ago and, as is so often the case, enjoyed the books better than the recent television series.

Having done my share of Herriott Country tours, hauled punters to see Norah Batty's house and endured Dallas By The Sea, and Howards Way weekends, it came as no surprise to hear that coach operators were anxious to know the location of the Larkin establishment in Kent.

Accepting that television does have pulling power, I am, nevertheless, somewhat amazed to hear that the Larkin family holiday in France has triggered a 26 percent increase in motoring holidays to the St Malo area, that Bergerac is seen by Jersey as an hour-long advert for the island and, most excruciatingly amazing of all, that people actually go to Australia because they watch Neighbours!

As is my frequent wont, I now change to an apparently unrelated topic, but urge readers not to 'switch off' as the motive for this 'Boring Bit at the End of May' will become apparent.

More than once I have joined with others, from the Minister downwards, in commending the initiative of BCC and suppliers in promoting the 'Buses Mean Business' initiative.

French holiday has led to 26 percent rise in bookings.

However, its ability to give coaching a slug of adrenalin is somewhat peripheral and, for bus manufacturers, it is a very long shot. Indeed, one wonders whether they will all be around long enough to participate in the eventual renaissance of the bus.

About two years ago there was a rather outrageous television series about a haulage company called, I think, 'Truckers'. It attracted large audiences.

At the time, I commented that, because it involved people rather than cargoes, there was a much greater drama potential in the everyday story of coaching folk.

Were there a first class series, shown at peak viewing times, based round a coaching operation and its passengers, just think what it would instantly do for excursion bookings and private hire.

Before you could say 'On Target' the rocketing of coaching revenue would translate itself into an upsurge in fleet renewal or increase, and the sudden enhancement of income from these areas of operation, eg. contracts.

For 'Buses Mean Business' to have a major impact, it needs scores of local authorities to be persuaded to change their policies and thousands of motorists to abandon their cars and use the apparently faster bus.

Eventually this will create the wealth for a few hundred operators to buy new buses.

By comparison, it would take but one person to write a good coaching TV drama series, and the decision of one TV company to screen it.

Could we not do with a 26 percent increase in bookings, an hour-long advert for one industry or even people travelling just to see if it is as bad as portrayed?

This, fairly easy to achieve, project would generate a quick and dramatic impact on the fortunes of the industry.

A TV coach series would send revenue rocketing.

And it would have consequent benefits for its passengers.

So there it is, the coaching equivalent (or better) of 'Buses Mean Business' - thought up by an idiot for the clever men of BCC, industry suppliers, the Coach Tourism Council and other interested bodies to put into action.

They are welcome to take the credit for the idea, as long as Marksman Coaches can benefit from the improved profits generated.

Operators may need to readjust their views

I GATHER that about 60 percent of tendering authorities have now removed school transport from the control of their education departments and merged it with the unit responsible for local bus services. This has meant - as I forecast five years ago - that coach operators who were not interested in running registered services might be obliged to do so in order to retain their traditional contract work. My only surprise is that, given the statutory duty of local authorities to get the best value for money out of the whole basket of transport provision, only 60 percent have taken this step so far.

Those coach operators running contracts for social services departments who think themselves immune from bus registration, may need to readjust their views. Devon and Lincolnshire county councils have now merged this transport provision into their public transport units. Others may follow...

Insurance cover is vital

AS the debate on health care rumbles on, the benefit of having at least key employees in BUPA becomes more apparent. As I have mentioned before, the premium reduction which I enjoy to BUPA as a member of Bus & Coach Council more than pays my subscription.

David, a well known, but smaller operator, told me recently of the distress and disruption caused by the early and unexpected death of his fitter. This is the sort of problem which can, all too easily, begin a train of problems which can finish up in a public inquiry.

It is, of course, possible to insure against this sort of eventuality. Few operators do, though. I am certainly looking into it as a result of my conversation with David. Bus & Coach Services, the trading arm of BCC, already offers a loss of PSV driving licence insurance scheme for members. It may be worth pursuing a block policy to insure against death of key staff. Apart from the fact that it would be a useful service, it would create a financial motivation for operators to join their trade association.

BACK-UP DEALS ARE OF VITAL IMPORTANCE

The lowest price isn't necessarily the best deal if the coach ends up costing more money to keep it on the road. Rod Davey looks at the all-important after-sales and warranty packages available.

THERE'S no such thing as a bad new coach today - until it breaks down. Then it's too late to start complaining about the dealer back-up because you should have sorted it all out before the deal was struck.

All dealers give a warranty, but beyond that it becomes complex. Separate cover exists for body and chassis, and driveline components often receive special emphasis. Operators' experience with the efficiency of service in the UK and Europe will colour their buying decisions. So what is on offer?

Launched this year by **Plaxton Duple** Parts and Service, the Helpline emergency breakdown service offers a rapid service for all types of vehicle - and includes glass replacement and European cover for any operator opening a Helpline account. Enrolment is free but is conditional on Plaxton assuring itself its invoices will be met.

Account operators may call 24-hour Freephone 0800 269116 and get the full benefit of Plaxton's UK parts and service network. From a £2.5 million core parts stock, the network distributes £12 million worth of parts every year. European cover is through Dutch-based Jan Mienders Euroservice, part of the DKV network, carrying Plaxton Duple parts. Assistance can be had through the same UK number or by ringing Dutch number 3 15 48 36 49 25.

Yeates: has comprehensive inspection facilities for prospective secondhand buyers.

Van Hool: offers keen prices, but no warranties on used vehicles.

Plaxton is also famous for its **Roadlease** bus and coach financing operation - although most dealerships are able to put the operator in touch with a variety of financial packages.

As well as a 12-month warranty on Plaxton Duple bodies and most chassis, contract maintenance is additionally available through Plaxton's Roadlease subsidiary.

Contract maintenance manager, Norman Hinchliffe, emphasises its flexibility. 'Many operators do their own maintenance - then bill us for the work,' he said. Under its system, which is also used on National Express Expressliner operational contracts, operators get precise servicing arrangements which give them a greater degree of reliability. 'It is especially suited to the smaller operator as it keeps maintenance costs down and evens out costs over the vehicle's life.'

Plaxton Duple Parts and Service has its head office at Anston and depots at Ware and Hendon in North London, Blackpool, and Barrhead in Glasgow. Whilst not a parts outlet, its factory in Scarborough also acts as a repair centre and as central stockholder for the rest of the network.

Depots at Barrhead, Hendon and Blackpool deal mainly with bodywork. At Ware there is a facility for major mechanicial repairs. 'Earlier this year we invested £125,000 there in spray booths - and we have altered the building to give it capacity for double-deck vehicles,' said Plaxton Duple Parts and Service managing director, Rod May.

Anston has 100 staff working on 650 jobs a month. Its work includes providing a full warranty service for Mercedes, with staff specially trained in Germany for the purpose.

Its body shop has nine 12-metre bays, 16-skilled staff and £100,000-worth of brand new spray booths. And in the mechanical workshop there are no less than 13 bays, all a full 12 metres, manned with 16 skilled technicians.

Sole UK Neoplan agent, **Carlton PSV,** has opened-up its Hellaby, Rotherham facilities with a new parts and service centre for Toyota Optimo operators in Yorks-Derby-Lincs-Notts-Humberside. Consequently, diminutive Optimos sit alongside the giant Skyliners in Carlton's modern workshops close to the M18 in South Yorkshire. Carlton specialises in body repairs, repaints, conversions and overhauls for all types of PSV, and provides 24-hour emergency assistance.

Hughes DAF at Cleckheaton in West Yorkshire is part of DAF Bus' multi-million pound service network - and stocks Van Hool, Plaxton and Duple body parts as well as DAF chassis componentry.

Within its large after-sales capability, it is paying increasing attention to outside work. 'We are fitting new engines, are agents for VDO speed limiters and Telma retarders - and fit the full range of Webasto pre-heating equipment,' said managing director, Bob McCleod. 'For fixed term contracts with price maintenance agreements we supply vehicle parts throughout the UK - a side benefit of running a large coach hire fleet,' he added. Hughes DAF warranties include 12 months' unlimited mileage on the complete vehicle, with three years unlimited mileage on driveline parts. 'Operators buying 12-metre coaches also get 12 months' free membership of DAF BusAid,' added Bob.

The BusAid network on the European mainland gives operators the confidence to send higher mileage vehicles on continental tours. By paying an extra premium, operators may get full vehicle warranty cover, stretching over two or three years, with financial cover for the cost of hiring-in replacement vehicles.

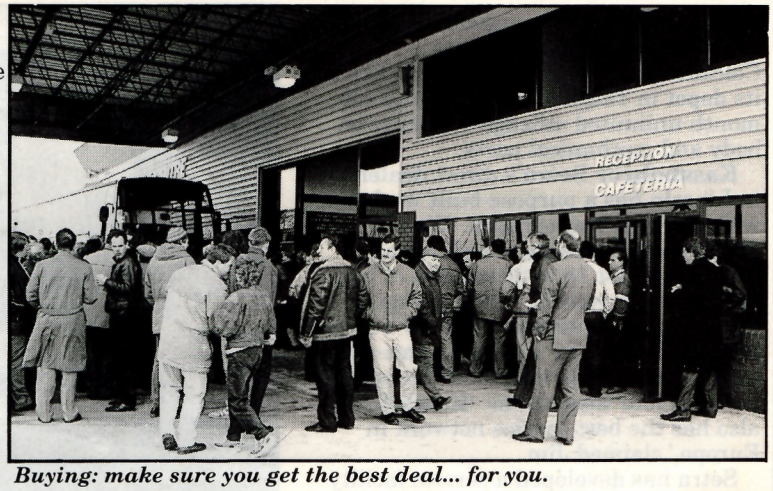
The Cleckheaton facility has undercover room for 40 vehicles. Its engineering facilities deal with mechanical rebuilds, insurance work and mechanical reconditioning work.

Scania's coaches bought through distributor, **Stuart Johnson,** have a 12-month unlimited warranty on the complete vehicle and for bus bodies there is a 12-year warranty on structural integrity.

The vast majority of warranty work is done through Scania's network of 42 service depots backed-up by three regionally-based service engineers.

Parts support for Scania is through a central depot at Milton Keynes. Sourcing spares is not usually a problem because 80 percent of PSV parts are common to Scania trucks.

For operators wanting an extended warranty, there is a mechanical insurance policy offered through London Wall. This gives a choice of second or second and third year cover on driveline or complete chassis. SJ's Don MacIntosh said: 'It costs £1,997 for two years' UK and Europe cover on a coach for breakdown, recovery and replacement vehicle. For buses the cover costs £1,306 but this is for UK use and driveline only.'



Buying: make sure you get the best deal... for you.

Portuguese builder, **Salvador Caetano's** UK dealership based at Heather near Leicester, offers an after-sales body repair service, including parts and glass. The only chassis work it undertakes is for the Caetano-manufactured Optimo with Toyota chassis and running gear, according to dealer Alan Page.

But its purpose-built facility is able to undertake chassis repairs on its secondhand coaches. It has its own paintshop and is able to carry out accident repairs, alongside its comprehensive stores for the full range of Caetano coaches, going back to Estorils, Lisboas and Alphas. Autosound fit audio/video equipment on site and Caetano offers a body warranty covering 12 months' unlimited mileage.

Northampton-based **Jonckheere UK** offers the standard chassis warranty on its Volvos, along with 12 months' warranty on its MAN 10.180s and 16.290s - with a further 12 months' warranty limited to 200,000km on driveline components. Coachwork, apart from glass and lights, is covered under a 12-month warranty.

'In addition the Jonckheere Care Scheme covers incidental costs such as hiring in, parts transportation and hotel expenses,' said sales manager, Barry McCrae. The Care Scheme is free for the first year of a Jonckheere coach's life - and cover is provided on the continent by Jonckheere Europa in conjunction with DKV's 24-hour recovery service.

The company provides coachwork repairs, apart from any major work, on site - as well as a screen replacement service and its Autoservice scheme.

Parts are also supplied from Northampton, together with a facility for fitting ancilliary items such as audio/video equipment, drinks machines and Webasto pre-heaters.

Further up the M1 in Loughborough, **Yeates Bus and Coach** has comprehensive inspection facilities for prospective secondhand buyers - including nine inspection pits, outside ramp and rolling road.

'We are the number one body repairer,' claims Yeates' Brian Walker. The dealership also has a chassis repair capability and is equipped with Hywema vehicle lifts. This volume dealer also has five paint spray booths.

'Any 'comeback' with secondhand deals is looked at on its individual merits,' assured Brian. 'We use the RAC scheme for vehicle certification and warranties are available. Standard manufacturers' warranties are given on new body and chassis - but there is nothing to stop the operator canvassing the manufacturer direct.' Dennis, Leyland and Volvo chassis are offered with Plaxton Duple coachwork, along with Toyota Optimos.

Nearby dealership, **Moseley,** is the UK's sole Bova dealership and offers a back-up service on coachwork, with DAF underframes taken care of with DAF franchised dealers tied-in with United Bus.

'We liaise closely with Sherwood DAF in Nottingham,' said Vin Moseley. For the body side the dealership offers a full service for accident repairs, ▶

Hughes DAF: paying increasing attention to outside work.

painting and renovation with a staff of 25, including two at its Coatbridge depot in Glasgow and two at its depot in Taunton. Bova offers a 12-month unlimited mileage warranty on body and mechanical parts.

Kassbohrer Setra's direct dealership in Lincoln has a purpose-built workshop with German-trained staff. 'We offer a 200,000 km warranty, which usually covers the first 18 to 20 months of life, for the whole vehicle,' said managing director, Jim Shuttleworth. New Setras are also covered by a six-year anti-rust warranty which is validated through a series of four inspections. 'Kassbohrer also has the best service network in Europe,' claimed Jim.

Setra has developed a service facility with Autoglass and carries £300,000 in spares with between 6-7,000 line items - everything from screws to engines. What it does not carry is there from Ulm in Germany within 24 hours, via Whytes Airports at Staines in Middlesex.

Sole importer of **Berkhof** coaches, AVE, is based at Aldershot - a commercial garage where after-sales service is very comprehensive. 'We are also the sole importer for parts and the only service centre for Berkhof, although we have plans for opening sub-depots in the Midlands, North and Scotland,' said AVE's David Waterman. AVE is currently increasing its parts stock, particularly for the new Excellence range and Esprit. It offers a 12 months' unlimited warranty on its bodywork, together with a five-year warranty on paintwork. It has its own bodyshop and fibreglass facility - and provides screen fitting in association with Bell Glass.

Bova: offers 12-month unlimited mileage warranty on body and mechanical parts.

Since **Van Hool** acquired LAG Bus, there have been major changes in its after-sales service, according to managing director, Vernon Edwards. 'We still offer 24-hour cover on parts avaibality and technical support in partnership with DAF,' he said.

Wellingborough-based Van Hool is now an agent for Van Hool parts and service along with main importer Carlyle. Eos Integral parts are imported from the Brie factory via ex-LAG Belgian company, Eos Manufacturing Ltd.

Van Hool UK has a four-bay workshop and rolling road - and provides certification and MoTs for used vehicles on site. It has a facility for accident repairs on its own products. Although LAG Bus did offer a second year optional warranty for the Panoramic, Eos and Van Hool vehicles - no plans exist to continue offering extended warranties above the industry standard 12-month unlimited mileage.

'No warranties are available on used vehicles,' added Vernon. 'We offer keen prices and the operator can't have it all ways. But the big advantage of buying from a dealership such as ours is the use of our own inspection facilities - and we also offer operators a pre-purchase ride and drive test.'

Let the buyer beware applies as much to the coach industry as to any consumer purchase so check out the details before you sign on the dotted-line. This applies whether you buy new or secondhand.

Only then will you make the best of the deals on offer and avoid disappointment.

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Abex BRAKE LININGS

THIS month we contacted five coach operators in the Nottingham area who were asked for help in organising a day trip to London on a Saturday in September.

The group, of about 50, wanted to see the Changing of the Guard at Buckingham Palace, The Tower of London (including the Crown Jewels), and a theatre show in the evening.

Our caller purposely asked for a trip which would take a full day and evening to encourage operators to explain the problems of coach drivers' hours (which they all picked up on) and also the difficulties associated with London parking.

Willingness to try and arrange theatre bookings at comparatively short notice was also looked for.

However, though they mostly knew their venues and were professional in their response, it seems that some operators could still do with a crash course in selling techniques!

In addition, after selecting operators at random from *Yellow Pages*, our Check Line researcher commented on the type of advert which appealed.

These were mainly display adverts with a clear statement on the sort of services offered.

This is how our researcher judged them...

OPERATORS WERE JUDGED ON:

Staff attitude
- telephone manner, how helpful, friendly, efficient, etc.

Product knowledge
- how well they knew their venues and offered suggestions.

Professionalism
- did they take the initiative?
- ask for information in a structured way?
- offer comments or advice on proposed trip?

Sales technique
- whether name, address and phone number was requested for follow-up or written quotation offered?
- whether any attempt was made to 'close the deal?'

KEY

Excellent

Very Good

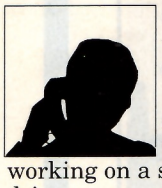
Good

Fair

Poor

*** THIS WEEK'S WINNER: WRIGHT & SONS, NEWARK**

MAUN INTERNATIONAL, SUTTON-IN-ASHFIELD



OUR researcher was asked whether this request was for coach hire only or to incorporate the organisation of tickets for the show.

Cost of coach hire only was £305 for a standard, or £345 for an executive coach for a tour around London, based on one driver working on a split shift basis, or an extra £10 for a second driver.

She did not have information to hand about timings for Changing of the Guard, and suggested there might possibly be restrictions on viewing the Crown Jewels, but offered to check on all details and let our caller know.

Very willing to arrange theatre tickets, prices given as anything between £12 and £30 depending on show and seats, but warned that the popular shows would be more difficult to get into, especially for such a large group on a Saturday evening. Coaches on offer were 'very comfortable' executive or standard coaches about two-five years old. She said if the prices were reasonable, our caller should get back in touch with the company and it would check on other information, such as timings, in more detail.

Pleasant and helpful attitude but no request was made for our caller's details.

Staff attitude

Product knowledge

Professionalism

Sales technique

LAMCOTE INTERNATIONAL, RADCLIFFE-ON-TRENT

THIS operator's manner was helpful and the query handled efficiently with an immediate quotation of approximately £240, plus parking fees, and a comment that with a 7 am start, the driver would need to be back by 9 pm.

However, two drivers could be used at a cost of approximately £285, plus parking.

Our caller was informed that a special coach pass would be needed for the Palace and it was pointed out that to see the Changing of the Guard, might mean leaving about 7 am.

He advised against trying to cram too much into the day and thought the party might need at least half a day for the Tower and the Crown Jewels, because of queues and traffic congestion.

He was very willing to organise theatre tickets, although he advised that the more popular shows would be full, offering to make enquiries and stressing that a booking for September would have to be made very shortly.

A reasonable quotation and this was the only operator who enquired fully into the type of group travelling, (nearly catching our researcher out!).

Product knowledge and advice was helpful and our caller's name and phone number taken.

Staff attitude

Product knowledge

Professionalism

Sales technique

LONDON CALLING

* WRIGHT & SONS, NEWARK

POLITE and helpful telephone manner and our researcher's name and phone number was requested. After hearing about the length of trip, he mentioned drivers' hours and suggested that if the driver could have a nine-hour break in London the cost would be £335, plus parking. However, if two drivers were used, the price would be £420. He also offered to try and drop people off closer to their homes in the evening.

Theatre tickets for the major shows were not obtainable as he had already made many unsuccessful requests. But smaller shows would be easier although the possibility of less popular ones closing at short notice was mentioned. He said the coach would need a permit to go down the Mall and offered to find out cost and also timing for the Changing of the Guard, warning that it would mean a very early start.

He did suggest the group might be trying to do too much in one day, mentioning that queueing for the Crown Jewels could be at least an hour. It was better not to be totally committed to particular destinations, as sometimes there were considerable traffic problems. Because of this, he suggested the group have a London tour which could be varied according to the problems encountered on the day. He thought a coach with recliner seats was a must for such a trip, their oldest coach being Y registered. This operator offered to arrange everything and suggested our researcher 'have a think' and get back to him as soon as possible. Although the most expensive quote, this operator was interested and helpful and our caller felt reassured by his professionalism which may have been considered worth the extra cost.

Staff attitude

Product knowledge

Professionalism

Sales technique

TIGER EUROPEAN, NOTTINGHAM

FULL details of the enquiry were taken for someone to get back to our researcher, or it was suggested the garage be contacted for a conversation direct with the manager.

However, at the garage this operator seemed preoccupied. He enquired about departure and return times and advised that if the trip lasted more than 14 hours, two drivers would be necessary and quoted £285 for one or £310 for two drivers, for a 1985/86 coach. He said, as he didn't get any discount from the theatres, it might be best for the group to book tickets for themselves. Parting words were: 'I'll leave it with you.' Little help or encouragement given.

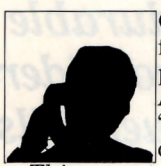
Staff attitude

Product knowledge

Professionalism

Sales technique

FOTHERGILLS, RAINSWORTH, MANSFIELD



OUR researcher's enquiry was handled in a friendly and efficient manner and name and phone number requested.

An immediate quotation of £340 was given for a 'normal' day trip to London, for an executive coach with toilet, drinks machine and video.

This operator offered to contact ticket agencies and find out what shows were available, warning that the popular ones would be full and, on subsequent contact, suggested several options. It was also suggested that, as coach passes for the Palace were very expensive, the party could be dropped off round the side of Buckingham Palace at the Mews, and be picked-up later for the trip to the Tower. A warning was given regarding queues but a suggestion also made for a guided river trip as boats could be boarded beside the Tower.

It was said two drivers would be needed for the trip, unless an eight-hour break away from the vehicle could be arranged.

Prepared to go to a lot of trouble to work out an itinerary for the day, finding out times for the Changing of the Guard and contacting theatre agencies to give an accurate package cost, but had to be prompted to offer discount as per advert.

Staff attitude

Product knowledge

Professionalism

Sales technique

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IVECO aifo

Weekly report on law and the coach operator by Michael Jewell

Complaints lead to Eldergrove having its licence revoked

COMPLAINTS about a bus door being operated with a piece of rope by Leeds-based Eldergrove, trading as A B Cars, led to an investigation by Department of Transport vehicle examiners.

The result was immediate prohibitions on five vehicles inspected, and the company's six-vehicle licence being revoked when it appeared before the North Eastern traffic commissioner, Frederick Whalley, at a Leeds public inquiry.

DTp vehicle examiner, Michael Welford, said he received a telephone complaint that a vehicle was in use with the entrance door being opened by a piece of rope attached to the handle.

On visiting the company, he inspected five vehicles, putting all of them off the road immediately.

He was unable to carry out a full inspection of one vehicle as it would not start. The only vehicle he did not inspect was presented for annual test on February 15. The examination could not be completed as it refused to start. When the vehicle was re-presented on February 19, it was given an immediate prohibition.

There were no maintenance facilities or staff and a maintenance contract with a commercial garage did not appear to have been adhered to.

Some of the defects were very dangerous and the vehicles appeared to have been neglected.

Managing director, Brian Mellor, said the vehicle with the faulty door had been taken out of service.

The arrangement with the commercial garage had been to submit the vehicles every six weeks, and that whatever needed doing should be done, he said.

He had completed the inspection sheets from information given to him by the commercial garage.

Saying that he could not produce invoices relating to those inspection sheets, Mr Mellor denied that the vehicles had only gone into the commercial garage when they needed something doing.

Mr Whalley said: 'The documents you have handed in are really worthless. It seems you just made them up out of your head.' Mr Mellor denied that was so.

He also denied that the inspection sheets had all been made out at the same time, despite the fact they were all in the same pen and handwriting.

MD, Brian Mellor, denied inspection sheets were all done at the same time despite being written in the same pen and handwriting.

He also claimed that a mix of radial and cross-ply tyres on one axle had been the fault of a tyre company.

Mr Whalley said the company must have been aware of some of the defects. There was a pattern through all the prohibition notices of a series of defects that should have been apparent to any operator, and there were long standing defects.

After Mr Mellor said he was not a mechanic or an engineer, and that perhaps he had spent too much time driving rather than managing, Mr Whalley said some defects would have been obvious to anybody.

'We should have checked ourselves that the work was being done. I am not saying for a minute we were charged for work that was not done but I think they missed a lot of things,' said Mr Mellor.

Once the situation became apparent, the company immediately took steps to put things right, said Mr Mellor. It has sold four of the vehicles and replaced them with coaches of less than a year old. It has taken on a mechanic of its own and had a meeting with the vehicle examiner to find out exactly what was required.

Mr Mellor added that the inspections were being partly done at his home at Pondfields Drive, Kippax, and partly at the premises of the commercial garage. So far, the garage had very kindly not charged for the use of its facilities, as it was using the outside ramp.

Admitting that he had no evidence that the vehicles were being taken to the commercial garage, Mr Mellor asked: 'What sort of proof could we have that we have taken them there?'

Mr Whalley said it was for Mr Mellor to satisfy him that the maintenance was being done properly.

It seemed the company had been using places as operating centres that were not authorised. The specified operating centre was Moorgate Garage, Kippax.

Mr Mellor said the company had been in the process of acquiring premises in Swillington for 18 months. Some of the vehicles were kept at Moorgate Garage and the others were at Ash Lane, Garforth. He occasionally parked a vehicle on his drive at home. He agreed he had no authority to keep vehicles at Garforth and was aware the designated centre should be used.

Mr Mellor complained about hiring a vehicle in good faith which was subsequently prohibited by the vehicle examiner, saying that the hire company had a legal obligation to provide vehicles in good condition.

Mr Whalley said that had nothing to do with the company's licence obligations. If the vehicle was not in a fit condition, the company might have a civil claim, but it was responsible for ensuring that the vehicles it operated under its licence were in a fit condition. It was very unwise to take a hired vehicle from anywhere and put it on the road without being satisfied that it was in good condition. It was its licence in jeopardy not the hire firm's.

This was not the first time the company's maintenance arrangements had been criticised.

There was an almost identical situation in 1985, when the licence was renewed for two vehicles for 12 months only, with a warning.

Traffic commissioner said he was satisfied prohibitions had arisen through neglect and there had been a risk to public safety.

That warning was initially heeded, but unfortunately things had slipped again.

Mr Mellor said that while the company had been doing its own maintenance it had kept a clean sheet. It was only when contracting work out that it had suffered problems. It decided the only way to keep a clean sheet was to carry it out itself.

Mr Whalley said the problem was that the company had no proper facilities of its own. Revoking the licence, he said prohibitions had arisen through neglect and there had been a significant risk to public safety. Refusing to postpone the implementation of the revocation pending an appeal to the transport tribunal, he said, in the light of the company's previous bad record, he did not feel it was in the public interest, or the interests of safety, to allow it to continue to operate.

Weekly report on law and the coach operator by Michael Jewell

Tribunal backs GMB over sacking

GREATER Manchester Buses was right to dismiss bus driver, Mohammed Saeed, in the light of his attendance record, an industrial tribunal has ruled.

A Manchester industrial tribunal was told that in May 1989 Mr Saeed was given a final warning in regard to his attendance record. There was little or no improvement and he was dismissed in March 1990 following a disciplinary hearing.

For Mr Saeed, it was argued that dismissal was inappropriate. It was said that a lot of his absences had been due to genuine illness and he had domestic problems that caused him to be late for work.

Tribunal was satisfied that the bus driver had an appalling attendance record.

It was suggested that alternative employment ought to have been found for him.

Rejecting Mr Saeed's claim for unfair dismissal, the tribunal said that he had been seen by the company doctor, who had indicated that he was fit to carry out the job he was employed to do. The tribunal was satisfied that Mr Saeed had an appalling attendance record and that there had been no improvement after the final warning.

It was also satisfied that the company had carried out a proper disciplinary hearing, at which Mr Saeed was able to put forward all the points he wanted in mitigation, and that the company was justified in deciding that dismissal was the appropriate sanction.

Mr Saeed then went through two appeal stages, where he was again properly represented and the various points of mitigation were put forward, said the tribunal.

Company had carried out a proper disciplinary hearing at which driver had his say in mitigation.

Both appeals were dismissed after the tribunal said any employer would have decided the driver's absence level was totally unacceptable and that dismissal was the appropriate sanction.

Driver fails to turn up at court

THE HEARING of a series of charges alleging that Allenways Coaches, of Birmingham, the company's transport manager, and two of its drivers had committed drivers' hours and tachograph offences was adjourned by the city's magistrates after one of the drivers failed to put in an appearance.

Alan Crow is accused of one offence of failing to take sufficient daily rest, one offence of failing to use a tachograph chart, and one offence of failing to return tachograph charts to his employer.

Paul Holton is accused of making a false entry on a tachograph chart, two offences of taking insufficient daily rest, failing to use a tachograph chart and failing to return tachograph charts to his employer.

The company's transport manager, Ronald Freeman, is accused of permitting a driver to take insufficient daily rest.

The company, of Tile Cross, is accused of three offences of permitting drivers to take insufficient daily rest, two offences of failing to cause a driver to hand in tachograph charts, two offences of failing to keep tachograph records and two offences of failing to produce tachograph charts when requested to do so.

Mr Holton failed to appear, and as a result, the magistrates adjourned the case until June.

Tribunal backs Evans Coaches

A DECISION of the South Wales traffic commissioner, John Mervyn Pugh, that Evans Coaches, of New Tredegar, repays 20 percent of the fuel duty rebate grant it received in the three months preceding last July, has been quashed by the transport tribunal.

It also turned over the ban imposed by the commissioner on the company, which prohibited it from running local services of any description.

Mr Mervyn Pugh took action following complaints from Mid Glamorgan County Council about the operation of Evans Coaches' registered services.

Evidence was given that buses had run early, had failed to operate at all, had failed to operate over sections of route, and that misleading and no destination boards had been displayed *(Coachmart,* July 26, 1990).

On appeal, Ian Harold Evans, a director, told the tribunal that the services concerned formed only five percent of the company's total registered services.

Some of the failures were due to drivers not turning in and others to Sunday services being delayed.

The only complaints had been from the county council. There had been none from the public.

Allowing the appeals, the president of the tribunal, Judge Hampden Inskip, said that the commissioner had not accepted that the company had any reasonable excuse and had not looked at what proportion of the total operation was affected.

The tribunal had come to the conclusion that the commissioner had misdirected himself.

And it will put its detailed reasons in writing at a later date.

Sick note leads to adjournment of case

THE production of a sick note led to the last minute adjournment of a bid for a new PSV operator's licence by Malcolm Morris, trading as Greyhound International Tours.

Mr Morris, of Bexleyheath, Kent, had applied to the Metropolitan traffic commissioner, Air Vice Marshal Ronald Ashford, for an international licence authorising the operation of 10 vehicles from 19 Nursery Road, Thornton Heath, Surrey.

A Mr D A Sutton was nominated as his transport manager.

An adjournment was sought on the grounds of Mr Morris' ill health, and was granted until a date to be fixed, after a doctor's note was produced late in the afternoon on the day before it was due to be considered at a London public inquiry.

Arctic Circle trip is hot prospect

AN AMBITIOUS plan to take a coachload of tourists at just under £1,000 a head to the Arctic Circle has paid off in spectacular fashion for a North-West operator.

John Fishwicks of Leyland organised the 3,000 mile round trip into Norway expecting to sell 20 seats. But 32 passengers will be going... and all bar four come from the local area.

'It was a gamble,' admitted tours manager Tony Oldham. 'I am quite frankly astounded at the response, especially considering the way the market is performing at the moment.

'It goes to prove a few more people are prepared to pay for the unusual.'

It will take a special driver to put in the 250 miles a day in Fishwicks' year-old Volvo B10M Van Hool, but Mr Oldham thinks he has the man in Aubrey Glasson: 'He's got a good reputation with our customers and has been with us for five or six years,' he told Coachmart.

The package was arranged through Norman Allen Group Travel, who supply all tour requirements for Fishwicks: We certainly could not arranged it woithout them, Norman Allen having helped us out himself with a tricky crossing,' said Mr Oldham.

The tour leaves Hull on June 4, going to Rotterdam, through Holland and Germany, then boards the gas-turbine powered 'Finjet' ship for Helsinki. It goes through Finland, crossing the border into Norway to Karasjok. The tour includes four days in the North Cape before setting off back to Sweden to board a ferry at Bergen for Newcastle.

Passengers have paid £925 for the 17-day tour.

Operators hope for honours in award scheme

COACH operators are hoping to be recognised in this year's English Tourist Board awards, announced this week.

The England For Excellence tourism awards has special categories for travel companies, for the best family product and for initiatives linking tourism to the environment - all of which could see a coach company in the running.

One coach company to benefit from the awards is Flights Travel of Birmingham, which walked away with the Tourism Transport award in 1989. The award brought wide recognition for Flights' airport work, says Geoff Flight.

'We used the award on letterheads and elsewhere,' he told Coachmart. 'More importantly, I feel it enhanced our credibiltiy and image when bidding for other coach work.

'It is important that the awards are not simply self-glorification within the tourism industry. These awards should mean something to the consumer, and the standards and performance of contenders are checked out.'

Mr Flight said his company was competing against such companies as Guide Friday, with its open-ytop bus tours: Perhaps the judges were looking for something out of the ordinary. I don't know, but the award came out of the blue.'

Nominations for the awards - due to be presented at the Hilton in London, November 12 - must come from regional tourist boards and professional trade associations. The prize is the 'Leo' statue and the use of the award-winner logo on promotional material. Closing date for entries is June 30.

Geoff Flight: 'Award enhanced credibility'.

Hastings Invasion

THE town of Hastings is facing another invasion... but this time the visitors will be unarmed!

Ferry company P & O has linked with Hastings Tourism and Leisure to coach 1,000 Belgian day trippers to the pretty Sussex seaside town as part of a much larger marketing plan.

The trip is the brainchild of Belgian Hedwig Polaster, who works for P & O, who remembered Hastings from his student days: 'If anything, it's even prettier than I remember,' he says.

The flying visit turned out to be a little more involved that P & O had hoped, since the normal ferry crossing times left little time ashore to enjoy the scenery. But P & O scheduled an earlier boat which adds 1 ½ hours to the visit.

Hastings traders have chipped in to the effort with discount vouchers for P & O customers, while the tourism department has translated literature into French, Dutch and German to encourage more visitors.

Events are draw at shopping centre

ONE OF Britain's newest shopping centres, Thurrock Lakeside, has discovered that almost half its customers are visiting for the special events and leisure facilities.

'When Lakeside opened in October 1990, we aimed to challenge shopping habits and turn shopping into a leisure activity,' says Sarah Harrison, marketing manager.

The events are, apparently, the major attraction but lead to impulse buying. Average spend at the complex is a massive £64 a head. Five percent of all customers said they were attracted by the regular fashion shows.

Details of Thurrock Lakeside are available by 'phoning 0708 869933.

THE TROUVILLE HOTEL

Live entertainment nightly in superb ballroom with sprung floor.

Special out of season breaks to include FREE FERRY for coach and passengers. Competitive PARTY RATES. OPEN CHRISTMAS AND NEW YEAR.

Central for pier, shops and theatre. Automatic LIFT to all floors. All rooms en-suite with colour TVs. Tea and coffee making facilities. Choice of menu. Central heating throughout. Games room. Night porter. Driver/Courier FREE.

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Tel (0983) 402141
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Large coach park. En-suite rooms with colour TVs. Tea and coffee making facilities. Choice of menu. Lift. Central heating throughout. Night porter. Driver/Courier FREE.

COMPETITIVE PARTY RATES

For brochure & tariff please write to:
Shanklin Hotel, Clarendon Road, Shanklin, I.O.W.
Tel (0983) 862286
Fax: (0983) 862286

Coach welcome in North-West

THERE are a number of factors which make the north-west of England one of the most popular coaching areas in Britain.
Gather together venues such as the seaside towns of Blackpool and Morecambe, the stunning beauty of the Peak District and the Ribble Valley, and the cities of Liverpool and Manchester and the reason is obvious. Beneath the veneer of kiss-me-quick hats and postcard scenery lies another reason the area's popularity: a depth of history and a tradition for welcoming strangers.

Let Morecambe book your break

MORECAMBE has certainly stood the test of time as one of the north-west coast's premier coach resorts.
The seafront and its attractions - including Bubbles swimming complex and Frontierland - are enough to keep most visitors busy for a day trip but the area is also ideal for longer breaks.

Within an hour or two are historic houses such as Levens Hall, Leighton Hall, and all of Lancaster's heritage venues. You are a stone's throw from the Lake District, and Camelot is not far away at Chorley.

The tourism office has gone to some trouble to keep the coaches coming. The council's own coach parks charge just £2.50 a day, while private coach parking is available at £4.50 upwards.

The Morecambe Tourism Office can also take work off an operator's hands. It is able to arrange a complete programme for the operator, from booking hotels to planning coffee stops.

Details of Morecambe Tourism and short breaks from them at The Town Hall, Morecambe LA4 5AF, Tel:0524 582814. Cpoach parking details from the TIC on 0524 414110.

Open-air entertainment

THROUGH June, July and August Lancaster is staging its open-air theatre productions of Twelfth Night and Treasure Island.

The Dukes Promenade shows are staged in Williamson Park, with a number of sets around the site and ushers taking visitors from scene to torchlit scene. Food and drink is available all evening.

As an unusual evening excursion it promises to be among the best. Indeed, The Independent and Guardian newspapers both praised the idea.

Entry to the performances is substantilly reduced for coach parties, being around £6.75 for adults, £4.25 for concessions. If a performance is rained off, the booking is transferred to another night - perhaps inconvenient for operators but unavoidable.

Full details are from The Dukes, Moor Lane, Lancaster LA1 1QE, tel:0524 66645. Details of other events and tourist attractions in and around Lancaster - which has free city-centre coach parking - are from Lancaster Tourism, Tel:0524 841249.

New attractions at Blackpool

THE promenade at Blackpool lights up on August 30 with the annual illuminations - still a major coach crowd-puller.

The north-west's favourite seaside town is still staggeringly successful. It gets 17 million visits a year - more than the combined trips by UK holidaysmakers to Greece, Italy, Turkey and Yugoslavia.

Its tourism industry is so well developed, it can now boast 150,000 beds in 3,500 hotels. It is, in fact, the most popular seaside town in Europe.

But although the resort has been around for years, it hasn't stood still. The illuminations merely add sparkle to the family entertainments which have been built.

Blackpool Pleasure Beach gets over 6 million visitors a year into its 42 acres. Some impressive white-knuckle rides get the kids going, such as The Grand National - a twin-track roller coaster. Smaller children can enjoy the tamer pleasures of Funshineland.

Pleasure Beach also offers summer shows, public ice skating, discos, the circus, bars and restaurants. Clients can enjoy a combination of its attractions at special rates, while your driver gets a meal voucher and relaxes in the rest room. Coach parking at £3 or £5 a day is available on site.

A new, £6 million Sea Life Centre makes a good venue for school groups and more run-of-the-mill parties. The big draw is the centre's shark tunnel - the biggest shark display in Europe. The aquarium has special groups rates.

Still on the wildlife theme, there is also Blackpool's very modern zoo. Its proud boast is that it has no bars - on the cages, that is! Entry is around £3 and groups get free coach parking plus driver benefits.

Kids will also be at home in the Sand Castle, an aqua park which is wooing operators with a number of offers this summer. There are discounts of 10 percent for pre-booked, pre-paid groups, a 15 percent reduction for bookings of over 100 and the usual driver benefits. On top of this, a party offer being made by the Sand Castle gives each entrant paying full price a free meal of burger and chips.

The town has a number of shows this summer, including Linda Nolan as Maggie May, Jimmy Cricket, Cannon and Ball and the opera house stages '42nd Street.'

Last but far from leats is the landmark which for many years was a demonstration of British technology - the 518 feet of Blackpool Tower. In the shadow of the tower are a number of other venues. A giant Edwardian ballroom, a children's adventure playground and a science lounge among other buildings make a trip to the tower a little more interesting than simple sightseeing.

Blackpool Tourism has produced a promotional booklet and travel trade manual explaining the attractions. Get copies by writing to Jane Seddon, Blackpool Tourism, 1 Clifton Street, Blackpool FY1 1LY, Tel: 0253 25212 or 21623.

SEALINK STENA LINE

EARLY RISER DAY TRIP

Great value Day trips to Calais from only £8.95 - and that includes breakfast!!!

Every Tuesday from April through to December (excluding July and August) pick any sailing between 0400 and 0815 and we will give your customer a hearty special English Breakfast. The perfect start for a day trip to Calais or even Paris as you can return on any sailing from Calais on the same day.

FARES
April/May, June & September £9.95
October/November & December £8.95

£5

TAX FREE VOUCHER
when you spend £25 in the Duty Free Shop on Spirits and/or Tobacco

SPECIAL DAY BREATHER TO PARC ASTERIX

A super Day trip to the spectacular home of Asterix the Gaul

1988 saw the 30th birthday of this incredibly popular French cartoon character - it also saw the opening of a spectacular £88m theme park situated just north of Paris. Since then over 3 million visitors have enjoyed this fantasy world dedicated to Asterix.
The attractions are numerous, ranging from Dolphinariums to Shoot the Rapids ride. For the more adventurous there is a super roller coaster type ride which turns you upside down 8 times over a lake! There are 3D cinemas, Roman Forts and a faithfully reproduced Gaullish Village with all the familiar scenes from the Asterix books. To relax in there are 34 food and drink outlets.

The Parc is situated to the north of Paris, only 2½ hours from Calais off the A1. Parking is well catered for with spaces for some 155 coaches. There are special coach drivers' rest facilities on site.

SAILING TIMES	
Outward from Dover	Return from Calais
02.30	20.00
04.00	21.30
05.30	23.00

FARES				
	Monday-Friday		Saturday & Sunday	
	Adult	Child	Adult	Child
April-June	£18.50	£14.50	£20.50	£16.50
July-August	£20.50	£16.50	£22.50	£18.50
Sept-Oct	£18.50	£14.50	£20.50	£16.50
Coach free subject to usual minimum requirements				

SPRING SPECIALS

SOUTHAMPTON – CHERBOURG
SPECIAL OFFER
£25.00 per Adult
£12.50 per Child

Minimum 30 Adult fares – coach and driver travel free of charge.

Offer available 13.9.91 – 31.3.92

Travel out Southampton – Cherbourg 21.00 hrs and return following day
14.00 hrs Cherbourg – Southampton.

Included in price:-

Return ferry crossing
Berth in cabin (2 or 4 berth standard)
1 Breakfast voucher
1 Dinner voucher
On-Board entertainment

BOULOGNE MARINE LIFE SPECIAL

NAUSICAĀ
Centre National de la Mer

Opening on the 18th May is one of the largest and most important sea-life centres in the world

'Nausicaa' is situated in Boulogne-sur-Mer and takes you on a real journey to the centre of the sea. You go through underwater filled arches that give you the experience of actually being among marine life in different habitats from the shark aquarium, the world of plankton to the spectacular colourful coral reef of a tropical lagoon. There are some 1400 square metres of aquariums including a tank for observation of fish behaviour.

On the bridge of a trawler you can discover that fishing today is in fact hunting and then watch a fishing net as it unfurls around a shoal of tuna fish.

There is a cinema screen with a continuous programme of films on all the realms of the sea. There is a large reference and video library with some 300 different films.

Outward-Folkestone	Return-Boulogne
07.45/08.45	17.30
10.00/10.15	19.15/20.45

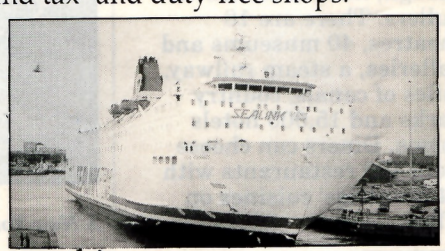
Inclusive Foot Passenger Fares

	Adult	Child 4-13
16 May-30 June	£11	£9.50
July-August	£13	£10.50
Sept-December	£11	£9.50

Coach Supplement - £2.50 per person

SOUTHAMPTON-CHERBOURG INTRODUCTORY OFFER

In 1991 Sealink Stena Line are introducing a premier new route between Southampton and Cherbourg.
This is an ideal route for your private groups wishing to travel to Normandy, Brittany, Western France and further south.
The service starts on 28th June and will be operated by the Stena Normandy - which features an extensive range of cabin accommodation (all with en-suite facilities), restaurants (both a la carte and free-flow), the Terrace Bar (with disco and live entertainment), two cinemas, two children's playrooms and tax- and duty-free shops.



AND . . . between 21.10.91 & 31.03.92 we are offering an up to 60 hour excursion fare of £18 including a restchair each way on this new Sealink Stena Line route.

SUMMERTIME CRUISE

Harwich – Hook
£18 per passenger
VALID – NOW UNTIL 30/6/91

OUT: HARWICH – HOOK DAY SAILING
IN: HOOK – HARWICH NIGHT SAILING
Travel any day (subject to availability)

Price includes berth in 4-berth cabin and full live entertainment.
Included in the offer is parking for the coach – and your driver can travel with the group free of charge.
We can provide accommodation in 2-berth cabins, at a supplement of £8 per berth.
Meal vouchers are also available (at extra cost) –
Please phone 0255 243333 for meal details.

TO BOOK A GROUP ON A MINI-CRUISE
PHONE 0800 282251

LINE 0800 282251 **FAX: 0233 646024**

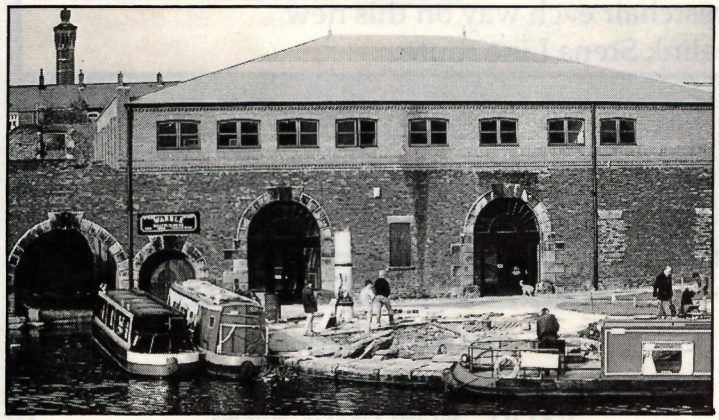
Bidding for city tourists

MANCHESTER's chief claim to fame this year is its intention to bid for the 2000 Olympics.
If it is successful, the revenue from visitors will give the area a very healthy tourism balance sheet in nine years' time. But right now, the city is aiming at exploiting attractions it already has.

The best-known attraction is the Granada Studios Tour - so well-known that most operators have used or planned to use it this year. No TV addict can afford to miss the Granada Studios Tour, and it has high regard among coach operators.

Inner Manchester does, though, have other crowd pullers. There are 18 theatres, 40 museums and galleries, a steam railway, miles of canals, country parks and 15,000 hotels rooms. Diners can choose from 400 restaurants with 24 countries' cuisines on offer.

A New York street . . . in the heart of Manchester, part of Granada Studios Tour.



Two hundred miles of canals criss-cross the region - a link with the past and a tourism boom for the present.

Tour still changing

GRANADA's Studio Tour hasn't looked back since its launch in 1988 at a cost of £8.5 million.

Since then, it has invested another £4 million in the 3.5 acre site. Now, the number of exhibits make it a five-hour venue with the kind of popular television appeal that draws crowds of all ages.

It's streets ahead, you might say, offering a glimpse of Sherlock Holmes' Baker Street, Coronation Street and 10 Downing Street, all scenery used in TV productions. The picture of entertainment is completed by a mock Commons Debate, a 3D cinema, a cinema where the seats move with the action and a chance for clients to try film dubbing.

Granada has for some time been encouraging incentive and corporate trips to the tour site where they can have a drink in the Rover's Return.

Full details of Granada Studio Tours are from them at Water Street, Manchester M60 9EA, Tel:061 832 9090.

Peace at Dove Cottage

AMONG the most poular attractions in the Lake District is William Wordsworth's home - Dove Cottage.

Here he wrote several of his works, and some of his original manuscripts are in the Wordsworth Museum. The museum organises special exhibitions during the year illustrating the poet's life and the beautiful Lake District scenery which often inspired his romanticism.

The Dove Cottage Restaurant is available for groups visiting the attraction, and a craft, book and gift shop for mementos of the visit.

Wordworth's connections in the area do not end there. His final home until his death in 1850 was Rydal Mount, near Ambleside. His grave is at St Oswald's Church, in Grasmere, and his birthplace is at Wordsworth House, at Cockermouth.

Details of the Wordsworth Trust are from Dove Cottage, Grasmere, Cumbria LA22 9SH, Tel:09665 544 or 547. Coach parking is available.

Beatles city tops chart

THE north west can now boast two chart toppers - one of which is in the Beatles' home city.

Top tourist attraction in Britain, according to latest figures, is Blackpool's Pleasure Beach with 6.5 million visits, while the runner-up was Albert Dock in Liverpool with 6 million.

'The story of Albert Dock is like a fairy story come true,' said North West Tourist Board chairman Anthony Goldstone. 'The story of how an ugly, delapidated part of Liverpool has been ytransformed into the nation's second most popular attraction.'

Chester Zoo also got into the ratings. It was Britain's third most popular wildlife attraction, getting a million visits.

Bolton gets new image

BOLTON with its long history of heavy industry is now trying to establish itself on the tourism map.

One of the last bastions of the cotton industry, it has set up a tourist office and is now trying to wash off the grime without destroying a fascinating heritage.

The town is not without its modern facilities. Pride of place goes to a water playground, The Water Place, with its flumes, slides, pools and spa bath. Then there's Butterfly World in Queens Park with its exotic insects and displays of koi carp.

Heritage fans will enjoy Hall I'th' Wood - once home of Samuel Crompton who, in 1779, invented the spinning mule which was to revolutionise the cotton industry. Nearby Smithills Hall is a long step back in time, its great hall having been built in the 14th Century. Both houses are very much museums and packed with ancient artefacts.

More active clients can visit the 364-acre Lever Park on the Rivington estate. Here is Lancashire as she used to be, sporting some of the finest scenery and a great deal of wildlife.

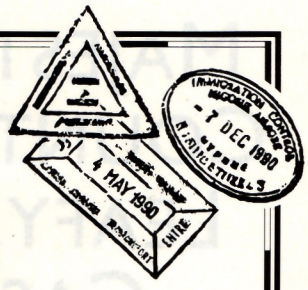
Bolton directs coaches to the Crook Street Bus Depot, where overnight parking and other services are available. Drop-off and set-down of passengers in the town is at Stand Z in the Moor Lane Bus Station, for which there is a charge.

Full details of the area and its facilities can be obtained from Rod Nipper, Bolton Metro, The Wellsprings, Civic Centre, BoltonBL1 1US, Tel:0204 22311.

Don't cost a packet . . .

ISLE of Man Steam Packet is offering short cruises to the island from Heysham near Morecambe, Liverpool and Fleetwood. The packages are being supported with a publicity campaign in the north-west at major travel centres and travel agents.

Full details are from the company at PO Box 5, Douglas, Isle of Man, Tel:0624 623344, Fax:0624 661065.



1992 IS HERE NOW!

FLORIADE 1992

£83

The Greatest Flower Show on Earth takes place again in Holland next year, from 10 April to 11 October. A few dates are still available in 3 star hotels, from £83 for 2 nights' half board accommodation, return ferries from Doverand tickets to the show. Don't miss it oryou'll have to wait until 2002!

GARDEN FESTIVAL 1992

£68

The UK's own biennial garden show comes to South Wales next year, from May to October. Many packages are available from as little as £68 for 2 nights' half board in a 4 star hotel, admission tickets and evening entertainment!

VENICE

£135

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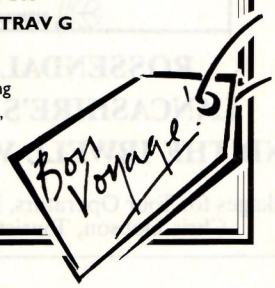

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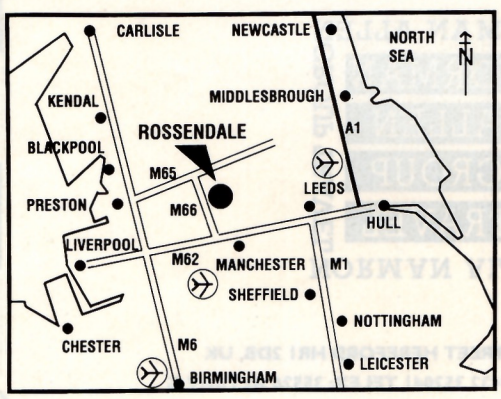

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The hotel has 32 bedrooms, most en-suite, and some sea views. Excellent cuisine, entertainment most nights with service second to none.

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£16,000 + VAT ono
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1983 (A) FORD TRANSIT PACEMAKER
16 high back moquette seats, petrol automatic, PSV November 1991.
£9,400 + VAT
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(19225/BB)

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53 reclining seats, MoT Jan '92, **£32,000 ono.**
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£7,000 or part exchange 53 seater with power door.
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1984 BEDFORD YNT DUPLE LASER, 53 seater, radio PA cassette. Limiter fitted, MoT April 1992, power door, new clutch and fuel pump. **£24,000 + VAT. Nicoll's Coaches tel. 056 17 262 (Scotland).** 19092/BE

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1980 BEDFORD YMT, Plaxton Supreme IV, 53 seater, radio, PA, power door, MoT April 1992. Very nice condition. **£8,000 ono. Chivers Coaches, tel. 0252 703446 (Surrey).** (19301/BE)

BEDFORD YNT, 1983, 500 Turbo Duple Dominant IV, 53 seats, ZF gearbox, tinted d/g windows, Telma, taxed and tested. Very good, clean condition, genuine reason for sale. Must go, hence price **£16,000. Tel. 0642 474461 or 0642 483986.** (19351/BED)

1975 Bedford Duple Dominant, 53 seater, power door, P/a system, retarder. Surplus to requirements. For quick sale. **£2,500 + VAT. Tel. 0296 415468.** (19295/BE)

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1982 BOVA EUROPA, 51 seats, courier, continental door, all white, no lettering, MoT Nov '91, taxed 6 months, will take Bedford, Ford, Leyland, Volvo in p/x. **£20,000 + VAT. Tel. 06943 429 (Shropshire).** (19362/BO)

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49 recliners, toilet, drinks machine, double glazed, never been shuttled. Only been used on high-class tour work.
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Goodmans Coaches on
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1979 FORD PLAXTON SUPREME, 10m, 45 seats plus courier, Eberspacher, superb condition, owner operator, dealer maintained, MoT March '92, pending retirement. **Tel. 0924 275722.** (19338/FO)

DECEMBER1 1979 Ford R114 Alpha bodied, 53 seater, red interior, side lockers, manual door, good tyres, taxed and tested November 1991. **£4,000 ono + VAT. Tel. 0200 26269 (Lancs).** (19310/FO)

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53 seats, like new, MoT August 1991, good all-round condition.
£8,900 £8,000 + VAT
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53 seats, express doors, destination display, TL 11 245 engine, semi-auto gearbox, new test certificate.
~~**£22,000**~~ **£20,000 + VAT ono**
Tel: 0202 537 568
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47 seater, very good condition.
£14,950 ono.
Must be seen.
Finance available.
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1983 (Y), 46 recliners and toilet, PA system, double glazed, tinted windows, retarder, semi automatic box.
£35,000 + VAT
Part Exchange Possible
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NEW 12/16 SEATER
PSV standard and luxury interiors, based on 308, 408 and 410 diesels. Petrol also available.
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1987 JULY MERCEDES 0303 RHD
(Full air conditioning). 49 reclining seats plus courier seat. Centre sunken toilet, driver's bunk, fridge/water boiler, TV, video, MoT April '92, excellent condition.
Choice of two
£59,500 + VAT each
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MERCEDES 0303 RHD 1983
53 recliners, plus courier, full Su-trak air cond, new clutch, service history from new.
£38,000 plus VAT
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West Midlands
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SCANIA K112
Choice of 5
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Executive Specification
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1987 MCW METROLINER COACH
(SINGLE DECK)
Former Football Team Coach. 49 recliners, toilet, servery, continental door, bunk etc. etc. 290bhp, Cummins L10, auto trans. This very low mileage coach is in superb condition and would be a credit to any fleet.
£48,000 ono
Telephone: 0909 550480 (19368/MCW)

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STAY AHEAD WITH A SETRA

O.K. So we know times are tough. All the more reason to ensure you're a mile ahead of the competition. With a Setra, you're always out in front...

Year	Model	Seats	Price
1988	Leyland Tiger 290 Jonc, TV/Video, WC, Air Con.	48	£82,500
1988	DAF 2300/Duple 340, WC, TV/Video, Radio/PA	53	£62,500
1988	Duple 425, Db/Glaz, Telma, Econocruise, WC, Kitchen	53	£72,500
1988	Bedford/Duple, Radio/PA	57	£52,500
1987	DAF/Caetano 11.6, Radio/PA	53	£67,500
1985	Neoplan/Skyliner, TV/Video, WC, Kitchen	77	£70,000
Setras			
1989	S 215 HRI (Rational), WC/Kitchen, Retarder, ABS, Many extras (warranty)	49/53	£109,000
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COACHES

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1976 VOLVO AILSA, 79 seats, Alexander body, power steering, single entrance. New test.
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1976 VOLVO AILSA, 79 seats, Alexander body, power steering, single entrance. Test expired.
1976 BRISTOL VRT SL3, Gardner 180 engine, ECW body, 74 seats, new test.

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COACHES

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1976 VOLVO AILSA, 79 seats, Alexander body, power steering, single entrance. Test 30-1-91.
1976 VOLVO AILSA, 79 seats, Alexander body, power steering, single entrance. Test 25-2-91.
1976 VOLVO AILSA, 79 seats, Alexander body, power steering, single entrance. Test 9-4-91.
1975 LEYLAND ATLANTEAN, Northern Counties body, 75 seats, power steering. Test expired.
1975 LEYLAND ATLANTEAN, Northern Counties body, 75 seats, power steering. Test expired.
1975 LEYLAND ATLANTEAN, Northern Counties body, 75 seats, power steering. Test 29-4-91.
1976 LEYLAND ATLANTEAN, Northern Counties body, 75 seats, power steering. Test expired.
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89 MERCEDES, 24 coach seats, boot tested.
89 (G) TRANSIT, 16, power door, coach seats, PSV.
89 (G) TRANSIT, 14 PSV high back, diesel.
89 (F) FREIGHT ROVER, 16 coach seats, new test.
88 MERCEDES 609D, power door, 24 coach seats.
88 MERCEDES, 24 service seats, p door, auto.
87 TRANSIT 12, Di, LWB, PSV tested.
87 TALBOT 12, diesel, 5 speed.
87 TRANSIT 12, PSV, diesel, OD, new shape.
87 (D) FREIGHT ROVER, Deansgate, 16 diesel, PSV.
87 (E) TRANSIT 12 LWB, luxury, PSV.
86 MAN BERKHOF EXEC, 49, toilet, video, new test.
86 MERCEDES 608, 21 seats, long test.
86 OPTARE CUB, auto, 33 p/door & standees.
86 (E) IVECO CAETANO, 24 air door, dual purpose.
86 VAN HOOL LEYLAND, ZF, 53 recl, new test.
86 DATSUN DIESEL crew bus, h/roof, low mileage
86 (D) TRANSIT, diesel, 12 PSV, new shape.
86 TRANSIT 12 diesel, SWB, new shape.
86 MERCEDES 307, high roof, uf tail lift.
85 MERCEDES 608, 27 seater, new test.
85 TALBOT, 14 PSV, diesel, high roof.
85 (C) VOLVO ALGARVE, low drive, 49/53, toilet.
85 (B) VOLVO ALGARVE, low drive, 49/53, toilet.
85 (B) MERCEDES 608, 15 seats + underfloor taillift, full PSV or 27 PSV.
85 TALBOT, 12, PSV, petrol.
85 TRANSIT 16 Di coach seats, tested.
85 FORD, 3 seat service bus, auto.
85 RENAULT TRAFIC, 12 seats, petrol.
84 MERCEDES 608D, 27 coach seats, tested.
84 DAF JONCKHEERE MB200, Exec 49 + video.
84 ASTRON MAN, 60 seats, toilet and video.
83 DODGE R BURGESS, diesel, auto, 17 F door.
83 VOLVO BERKHOF, exec full spec.
83 TRANSIT 16, petrol, no test, **£750.**
82 MERCEDES 508D, 24 high back, boot, tested.
82 VOLVO B10 GOLDLINER, large windows, recliners. Choice of two.
82 TRANSIT, 12 LWB, PSV, petrol, O/D. £1,000.
82 TRANSIT, 12 diesel, PSV, LWB, tested.
82 VOLVO VAN HOOL ALIZEE, Exec, new test.
81 DAF 200 Exec, 48 + TV, Alpha, new test. Offers
81 MERCEDES, 207, diesel, PSV, 12 seats.
81 VOLVO B58, 53 large seats, Duple II.
80 (W) LEOPARD, 50 E seats, ZF 6 speed, tested.
79 VOLVO SUPREME V, ZF, requires test, offers.
79 FORD TURBO Duple II, 35 seats, tested.
79 FORD 53 Plaxton, testing. Offers.
78 FORD PLAXTON, 53, new test. Offers.
77 VOLVO PLAXTON VIEWMASTER, offers.
76 FORD PLAXTON, 53 seats. Offers.
76 BRISTOL, 43 express doors, coachseats, no test.
76 FORD, 45 Plaxton, new test.
76 BEDFORD SPACE CAR, 49 rec, no test. Offers.
75 FORD, 45 seat Plaxton, new test. Offers.
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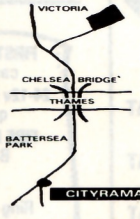

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THE TRAVEL CENTRE

(19089/TE)

TENDERS

ESSEX COUNTY COUNCIL

RESULTS OF TENDERS FOR LOCAL BUS SERVICES

As required by the Transport Act 1985 the results of tenders that were submitted to the Public Transport Sub-Committee on 8 May 1991 are now available in main Essex County Council libraries.

Copies may also be obtained by sending a stamped addressed envelope (9in x 6in) to Public Transport Branch, Essex County Council, County Hall, Chelmsford, Essex CM1 1LF.

R.W. Adcock
Chief Executive and Clerk

10 May 1991

(19217/TE)

TENDERS

LONDON BOROUGH OF REDBRIDGE
REDBRIDGE TRANSPORT SERVICES
DSO (DIRECT SERVICE ORGANISATION)

HIRE OF PUBLIC SERVICE VEHICLES (16 SEATS) FOR THE DIRECTOR OF PERSONAL SERVICES

Tenders are invited for the supply of three (3 no) public service vehicles (16 seats) with drivers for a period of one year commencing 1st September 1991 to transport passengers daily Monday to Friday (excluding holidays) between their homes and Chadwell Centre, Gresham Drive, Chadwell Heath.

Tender forms are available by writing to:

Director of Technical Services, Town Hall, 128/142 High Road, Ilford, Essex IG1 1DD, quoting ref: DTS/FCL/SKC/16, or telephone 081-478 3020 ext 2192.

ALL COMPLETED TENDERS MUST BE RETURNED NO LATER THAN 4.00 PM ON THE 21ST JUNE 1991.

Further information may be obtained from Mr T Stebbings on telephone 081-478 3020 ext 5114.

(19211/TE)

LONDON BOROUGH OF REDBRIDGE
REDBRIDGE TRANSPORT SERVICES
DSO (DIRECT SERVICE ORGANISATION)
TENDERS FOR TAXIS, MINI-BUSES AND COACHES

HIRE OF PUBLIC SERVICE VEHICLES (15 SEATS) FOR THE DIRECTOR OF EDUCATIONAL SERVICES

Tenders are invited for the supply of public service vehicles (15 seats) with drivers for a period of one year commencing 1st September 1991 to transport school children or other groups Monday to Friday (excluding holidays).

Tender forms are available by writing to:

Director of Technical Services, Town Hall, 128/142 High Road, Ilford, Essex IG1 1DD, quoting ref: DTS/FCL/SKC/15, or telephone 081-478 3020 ext 2192.

ALL COMPLETED TENDERS MUST BE RETURNED NO LATER THAN 4.00 PM ON THE 21ST JUNE 1991.

Further information may be obtained from Mr T Stebbings on telephone 081-478 3020 ext 5114.

(19212/TE)

TENDERS

LONDON BOROUGH OF REDBRIDGE
REDBRIDGE TRANSPORT SERVICES
DSO (DIRECT SERVICE ORGANISATION)

HIRE OF PUBLIC SERVICE VEHICLES (45/53 SEATS) FOR THE DIRECTOR OF EDUCATIONAL SERVICES

Tenders are invited for the supply of public service vehicles (45/53 seats) with drivers for one year commencing 1st September 1991 to transport school children or other groups Monday to Friday (excluding holidays).

Tender forms are available by writing to:

Director of Technical Services, Town Hall, 128/142 High Road, Ilford, Essex IG1 1DD, quoting ref: DTS/FCL/SKC/45/53, or telephone 081-478 3020 ext 2192.

ALL COMPLETED TENDERS MUST BE RETURNED NO LATER THAN 4.00 PM ON THE 21ST JUNE 1991.

Further information may be obtained from Mr T Stebbings on telephone 081-478 3020 ext 5114.

(19213/TE)

LONDON BOROUGH OF REDBRIDGE
REDBRIDGE TRANSPORT SERVICES
DSO (DIRECT SERVICE ORGANISATION)

HIRE OF PASSENGER CARRYING MOTOR CARS (WHICH MAY BE LICENSED HACKNEY CARRIAGES) FOR THE DIRECTOR OF PERSONAL SERVICES

Tenders are invited for the supply of passenger carrying motor cars (which may be licensed Hackney Carriages) with drivers for a period of one year commencing 1st September 1991 to transport various clients for the Director of Personal Services. The amount of work cannot be guaranteed.

Tender forms are available by writing to:

Director of Technical Services, Town Hall, 128/142 High Road, Ilford, Essex IG1 1DD, quoting ref: DTS/FCL/SKC/TS, or telephone 081-478 3020 ext 2192.

ALL COMPLETED TENDERS MUST BE RETURNED NO LATER THAN 4.00 PM ON THE 21ST JUNE 1991.

Further information may be obtained from Mr T Stebbings on telephone 081-478 3020 ext 5114.

(19215/TE)

LONDON BOROUGH OF REDBRIDGE
REDBRIDGE TRANSPORT SERVICES
DSO (DIRECT SERVICE ORGANISATION)

HIRE OF PASSENGER CARRYING MOTOR CARS (WHICH MAY BE LICENSED HACKNEY CARRIAGES) FOR THE DIRECTOR OF EDUCATIONAL SERVICES

Tenders are invited for the supply of passenger carying motor cars (which may be licensed Hackney Carriages) with drivers for a period of one year commencing 1st September 1991 to transport school children or other groups Monday to Friday (excluding holidays). The amount of work cannot be guaranteed.

Tender forms are available by writing to:

Director of Technical Services, Town Hall, 128/142 High Road, Ilford, Essex IG1 1DD, quoting ref: DTS/FCL/SKC/TE, or telephone 081-478 3020 ext 2192.

ALL COMPLETED TENDERS MUST BE RETURNED NO LATER THAN 4.00 PM ON THE 21ST JUNE 1991.

Further information may be obtained from Mr T Stebbings on telephone 081-478 3020 ext 5114.

(19214/TE)

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(15238/ES)

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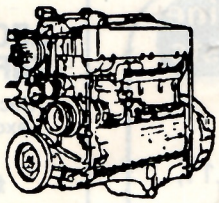

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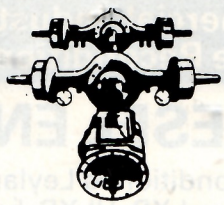

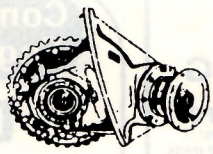

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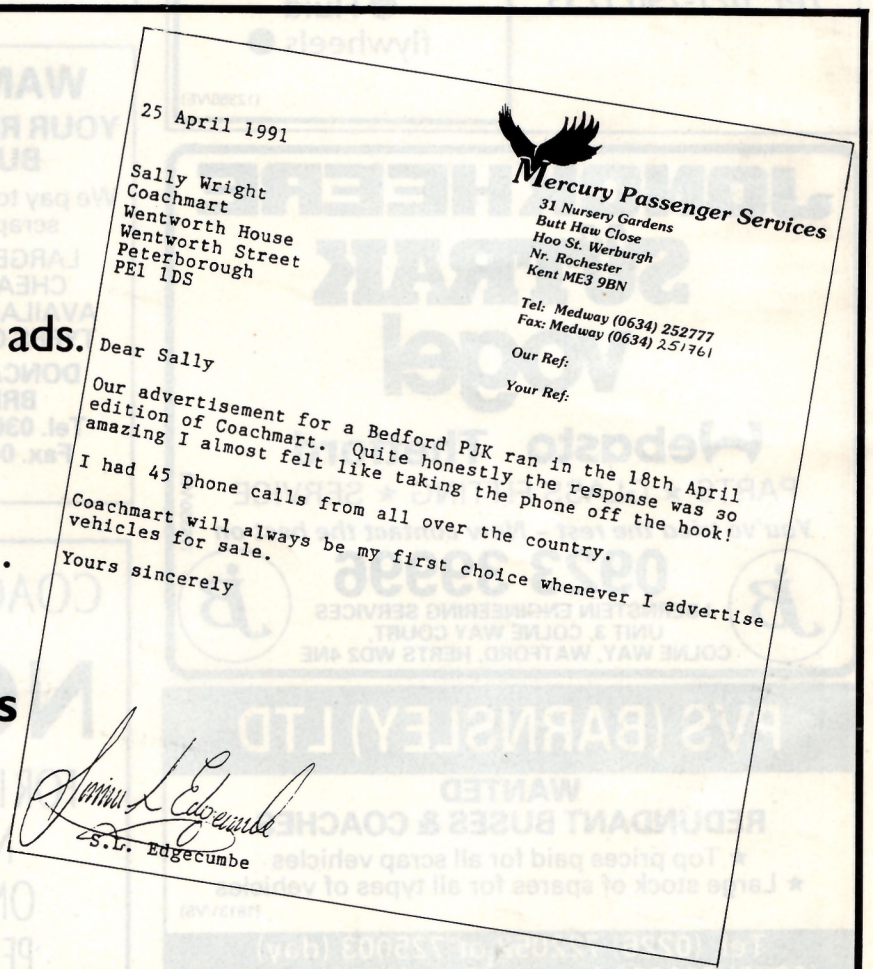

25 April 1991

Sally Wright
Coachmart
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Wentworth Street
Peterborough
PE1 1DS

Mercury Passenger Services
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Yours sincerely

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Hughes DAF

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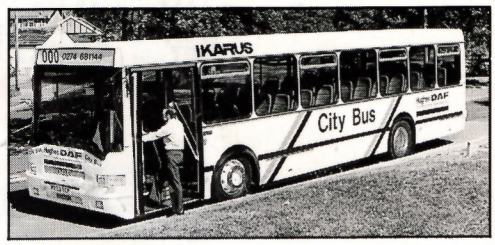

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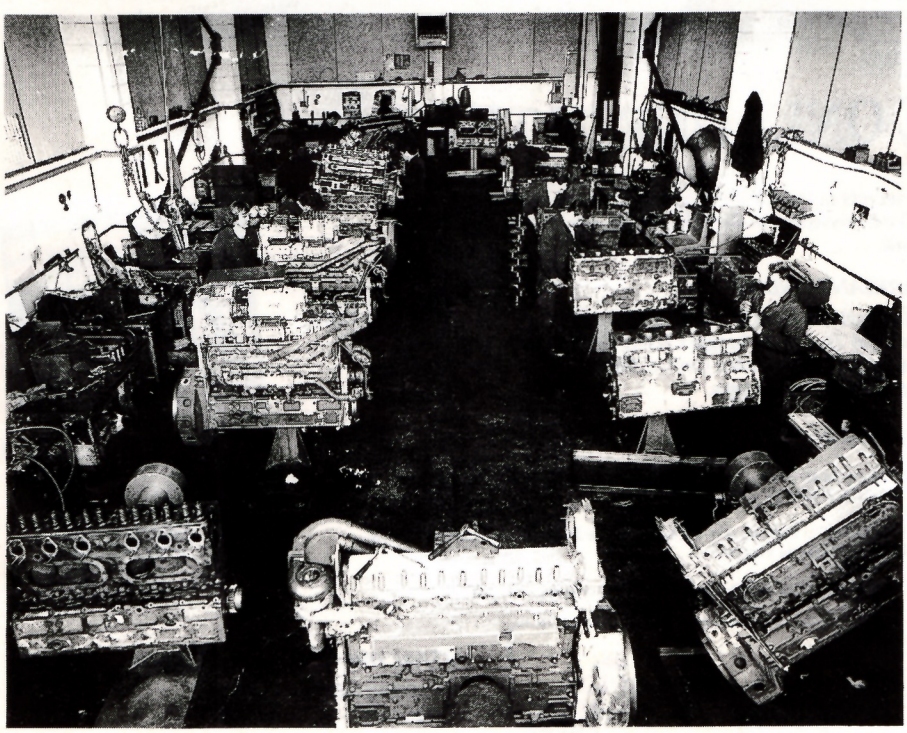

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Drayton Manor Park

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